

# GRAIN DEALERS JOURNAL

*With Which Is Consolidated Grain World, Formerly The Price Current-Grain Reporter*

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Chicago, Ill., U. S. A.

August 27, 1930

MOUSE-EAR  
CHICKWEED



SEDGE



SMALL-SEEDED  
ALFALFA DODDER



SHEPHERD'S-PURSE



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GERANIUM



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Your customers want seeds that will grow and yield large crops, thus making them profits that cannot be gotten by growing weed infested seed.

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Kewanee was the *Pioneer Builder* of all steel, roller bearing pneumatic truck lifts. For the past 15 years more elevators have installed Kewanee Lifts than any other two or three makes combined.

With our large volume and modern plant—equipped with the latest labor-saving machinery—we could build truck dumping equipment to sell at a price well below the “cheapest” outfits made.

But to do that we would have to take something out of Kewanee Lifts which we know you and other elevators need. And during a period of a few years your dumping equipment would cost you more—not less.

We believe—and this belief is well proved by the experience of hundreds of elevators—that each dol-

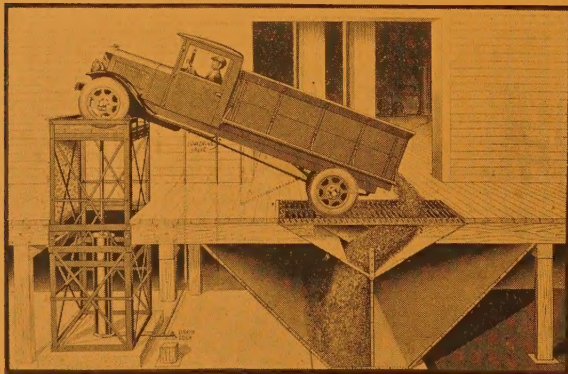
lar spent for a Kewanee actually buys more value than the same amount spent for any other equipment.

When you buy a dumping outfit you want *permanent equipment*, not a “makeshift.” Kewanee’s sturdy steel construction has stood the test of many years. You want equipment that will be big and strong enough to handle the bigger, heavier trucks sure to come. *You get it when you buy Kewanee.* For just as the first Kewanee Lifts made are strong enough to handle the heavier trucks of today, so will the Kewanee you buy today be strong enough to handle the even heavier loads of the future.

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We have all sorts of facts and figures, gathered from elevators all over the country, which amply prove that Kewanee Lifts, instead of being high-priced, are actually the best investment in dumping equipment that an elevator can make.

*We suggest that before buying any truck dumping equipment you get the real facts and cost figures from us or any authorized Kewanee representative.*



A complete Kewanee Installation with All Steel Truck Lift; Steel Grain Grates and Hopper. Larger hoppers and wider, longer grain grates can be furnished to meet the needs of the “Combine-Harvester” territory.

In the improved Kewanee of today the frames are bigger and stronger, with lifting elevation increased to 58’ to handle trucks with longer wheel bases and bodies. The “Safety Guard” is cut-away in back to accommodate low hanging crank cases.

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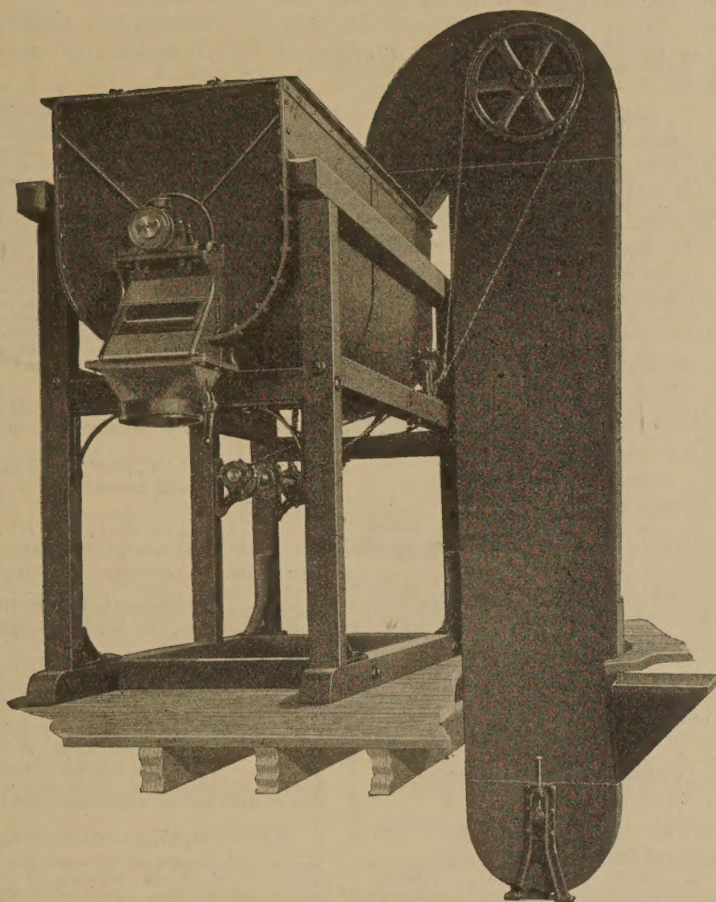
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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

*HAVING YOUR name in this directory will introduce you to many old and new firms during the year, whom you do not know or could not meet in any other way. Many new concerns are looking for connections, seeking an outlet or an inlet, possibly in your territory. It is certain that they turn to this recognized Directory, and act upon the suggestions it gives them. The cost is only \$10 per year.*

## AMARILLO, TEXAS.

Beasley Grain Co., J. N., grain and seeds.\*  
Blotz-Hanneman Seed Co., seeds & grain.\*  
Great West Mill & Elevtr. Co., millers, grain dealers.\*  
Hardeman-King Co., millers and grain dealers.\*  
Kearns Grain & Seed Co., grain, field seeds.\*  
Kenyon Grain & Seed Co., grain, seed, feed.\*  
Martin-Lane Grain Co., wholesale grain.\*  
Panhandle Grain Corp., domestic and export grain.\*  
Stone, Lester, grain merchant.\*  
Strader Grain Co., U. S., grain, seed, feed.\*  
Uhlmann Grain Co., export wheat, private wire.

## BALTIMORE, MD.

Chamber of Commerce Members.  
Beer & Co., Inc., E. H., grain, hay, seeds.\*  
Lederer Bros., grain receivers.\*  
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## BIRMINGHAM, ALA.

Cecil Brokerage Co., grain & grain pdts. brokers.

## BLOOMINGTON, ILL.

Baldwin Grain Co., grain brokers.\*  
Hasenwinkle Co., corn and oats.\*

## BOSTON, MASS.

Benzaquin, Matthew D., grain brokers.\*

## BUFFALO, N. Y.

Corn Exchange Members.  
Lewis Grain Corporation, consignments.\*  
McKillen, Inc., J. G., consignments.\*  
Seymour-Wood Grain Co., consignments.\*

## CAIRO, ILL.

Board of Trade Members.  
Thistlewood & Co., grain and hay.\*

## CEDAR RAPIDS, IOWA.

Cedar Rapids Grain Co., consignments.\*  
Mid-States Grain, Inc., cash grain.  
North Iowa Grain Co., country run grain.\*  
Piper Grain & Mfg. Co., receivers and shippers.\*  
Wilder-Murrel Grain Co., track buyers grain-seeds.\*

## CHICAGO, ILL.

Board of Trade Members.  
Badley & Co., E. W., grain commission merchants.\*  
Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Bartlett-Frazier Co., grain merchants.\*  
Brennan & Co., John B., grain comm. merchants.\*  
Carhart-Code-Harwood Co., grain commission.  
Clement, Curtis & Co., members all exchanges.\*  
Doern-Scarritt-Hannah Co., commission merchants.\*  
Dole & Co., J. H., grain and seeds.\*  
Feehery & Co., E. J., consignments, grain to arr.\*  
Holt & Co., Lowell, commission, grain and seeds.\*  
Lamson Bros. & Co., grain, stocks, provisions.\*  
Logan & Bryan, grain, stocks, provisions.\*  
Norris Grain Co., grain merchants.\*  
Rosenbaum Grain Corp., grain merchants.\*  
Rumsey & Co., grain commission.\*  
Scott, Burrows & Christie, grain commission.  
Shaffer Grain Co., J. C., grain merchants.\*  
Stratton Grain Co., grain merchants.\*  
Quaker Oats Co., grain merchants.\*  
Winthrop, Mitchell & Co., grain commission.

## CINCINNATI, OHIO

Board of Trade Members  
Cleveland Grain Co., grain commission.\*  
Early & Daniel Co., receivers and shippers.\*  
Scholl Grain Co., grain merchants.\*

## CLEVELAND, OHIO.

Grain & Hay Exchange Members.  
Bailey, E. I., shpr. grain, mill'd, oil and c.s. meal.\*  
Cleveland Grain Co., The, receivers and shippers.\*  
Shepard, Clark & Co., grain, feed, buckwheat.\*

## DALLAS, TEXAS.

Crouch Grain Co., J. C., buyers wheat, corn, oats.\*

## DAVENPORT, IOWA.

Davenport Elevator Co., receivers and shippers.\*

## DECATUR, ILL.

Baldwin & Co., H. I., grain dealers.\*  
Evans Elevator Co., grain merchants.\*

## DELPHOS, OHIO.

Garman Grain Co., The, translt, kiln dried corn.\*

\*Members Grain and Feed Dealers National Ass'n.

## DENVER, COLO.

Grain Exchange Members.

Ady & Crowe Merc. Co., The, grain and hay.\*  
Conley-Ross Grain Co., The, recvrs. & shippers.\*  
Houlton-Connell Grain Co., rec. shprs. wheat & c/gr.\*  
Kellogg Grain Co., receivers and shippers.\*  
Macartney-Markham Grain Co., consignments.\*  
Rocky Mountain Grain Co., exp. & domes. grain.\*

## DES MOINES, IOWA.

Board of Trade Members.

Des Moines Elevtr. & Gr. Co., oats and corn.\*  
Owens Grain Co., grain merchants.

## DODGE CITY, KANS.

Board of Trade Members.

Arkansas Valley Grain Co., wheat, c/gr. consgts.  
Christopher & Co., B. C., consignments & futures.  
Isely Lbr. Co., The, C. C., cane seed, wheat, kafir.\*  
Western Gr. & Comm. Co., wheat, coarse gr., seeds.

## ENID, OKLA.

Board of Trade Members.

Bennett & Co., Jas. E., grain, provisions, stocks.\*  
Enid Terminal Elev. Co., pub. storage, gr. mchts.\*  
General Grain Co., term. elevtr., gr. merchants\*

## FAIRBURY, NEBR.

Callaway, C. B., wholesale grain.\*

## FORT DODGE, IOWA.

Christensen Grain Co., consignments & brokerage.\*

## FORT MORGAN, COLO.

Lieber Grain Co., exp. & Mfg. wheat, coarse grain.\*

## FORT WAYNE, IND.

Egley, C. G., hay, grain, feed salt.\*

## FORT WORTH, TEXAS.

Grain and Cotton Exchange Members.

Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Carter Grain Co., C. M., brokerage, consignments.\*  
Claiborne, H. L., mgr., J. S. Bache & Co., futures.\*  
Dorsey Grain Co., strictly brokers, consignments.\*  
Kimball Milling Co., exporters, pub. storage.\*  
Mullin-Brackett Grain Co., brok. consignments.\*  
Rogers Co., E. M., strictly bkg. and consignments.\*  
Smith Ingraham Co., domes., expt. & consignm'ts.\*  
Southwest Grain & Com. Co., bkg. consignments.\*  
Tillery Grain & Comm. Co., consignments.\*  
Transit Grain & Com. Co., consignments, bkg.\*

## GALVESTON, TEXAS

Fordtran, J. S., grain-ocean freight bkg.\*  
Shaw, Thomas F., grain exporter.\*

## GREEN BAY, WIS.

Green Bay Elevtr. Co., buyers, shippers, mixed cars.

## INDIANAPOLIS, IND.

Board of Trade Members

Boyd Grain Co., Bert A., strictly bkg. & com.\*  
Cleveland Grain Co., grain commission.\*  
Kinney Grain Co., H. E., receivers and shippers.\*  
Maibucher Grain Co., C. Wm., grain merchant.\*  
Montgomery Grain Co., F. M., receivers & shippers.\*  
Steinhart Grain Co., commission and brokerage.\*  
Witt, Frank A., grain commission and brokerage.\*

## IOLA, KANS.

Cox-Lam Grain Sup. Co., kafir, corn & wh. shprs.\*

## KANSAS CITY, MO.

Board of Trade Members.

Christopher & Co., B. C., consignment-futures.\*  
Davis, Grain Co., A. C., grain commission.  
Davis-Noland-Merrill Grain Co., grain mchts.\*  
Ernst Davis Commission Co., consignments.\*

## KANSAS CITY (Continued)

Lawless Grain Co., consignments.  
Lichtig & Co., H., kafir, milo, screenings.  
Logan Bros.-Hart Grain Co., receivers & shippers.\*  
Mid-Continent Grain Co., grain merchants.  
Moore-Seaver Grain Co., grain receivers.\*  
Morrison Grain Co., grain mchts.-consignments.\*  
Norris Grain Co., wheat, oats, barley, corn.\*  
Rahm Grain Co., J. E., consignments.  
Rocky Mountain Grain & Com. Co., consignments.\*  
Scoular-Bishop Grain Co., consignments.\*  
Simonds-Shields-Lonsdale Grain Co., gr. mchts.\*  
Uhlmann Grain Co., grain merchants.\*  
Urdike Grain Corp., consignments.  
Vanderslice-Lynds Co., consignments-futures.\*  
Wolcott & Lincoln, consignments, futures.  
Wilser Grain Co., consignments.\*

## LANSING, MICH.

Chatterton & Son, Michigan grain, hay, beans.\*

## LINCOLN, NEBR.

Paul, J. M., grain broker.\*

## LOUISVILLE, KY.

Board of Trade Members.

Zorn & Co., S., receivers and shippers.\*

## MARYSVILLE, OHIO.

Scott & Sons Co., O. M., soy beans.

## MEMPHIS, TENN.

Merchants Exchange Members.

Buxton, E. E., broker and commission merchant.\*

## MILWAUKEE, WIS.

Chamber of Commerce Members.

Donahue-Stratton Co., grain merchants.\*  
Kamm Co., P. C., grain shippers.\*

## MINNEAPOLIS, MINN.

Chamber of Commerce Members.

Cargill Elevator Co., milling wheat.\*  
Cereal Grading Co., grain merchants.\*  
Davies Co., F. M., grain commission.\*  
Fraser-Smith Co., grain merchants.\*  
Froedtert Grain & Maltng Co., grain, millfeed.  
Hallet & Carey Co., grain merchants.  
Hiawatha Grain Co., screenings.\*  
McGuire Company, Arthur, shprs. b'wheat, m'eats.\*  
Scroggins Grain Co., grain merchants.\*  
Stuhr-Seidl, shippers grain and feed.\*  
Van Dusen Harrington Co., corn, oats, barley.\*

## NEW BRUNSWICK, N. J.

Pincus, L. L., grain and feed broker.\*

## NEW YORK CITY.

Produce Exchange Members.

Abel, Joseph A., grain, brokerage.\*  
Forbell & Co., L. W., comm'n merchants.\*

## OKLAHOMA CITY, OKLA.

Acme Flour Mills Co., The, millers & grain dealers.  
Bennett & Co., Jas. E., grain, stocks, provisions.\*  
Cowan Grain Co., grain, mill feed, seeds, hay.\*  
General Grain Co., grain merchants.\*  
Hardeman-King Co., millers, grain dealers.\*  
Mid-State Grain Co., The, grain and feed mchts.

## OMAHA, NEBR.

Grain Exchange Members.

Bell-Trimble Co., recvrs. and shippers.\*  
Butler-Welsh Grain Co., milling wheat and corn.\*  
Crowell Elevator Co., receivers, shippers.\*  
Lucke-Gibbs Grain Co., milling wheat and corn.\*  
Scoular-Bishop Grain Co., wheat, corn, oats.\*  
Trans-Mississippi Grain Co., receivers and shippers.\*  
Urdike Grain Co., milling wheat.\*

(Continued on next page.)

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# Directory of the Grain Trade

In Organized Markets Only Members of the Local Grain Exchange Will Be Listed

## PEORIA, ILL.

Board of Trade Members.

Bowen Grain Co., H. D., grain commission.  
Cole Grain Co., Geo. W., receivers and shippers.\*  
Dewey & Sons, W. W., grain commission.\*  
Feltman Grain Co., C. H., grain commission.\*  
Luke Grain Co., C. H., grain commission.\*  
Miles, P. B. & C. C., grain commission.\*  
Turner Hudnut Co., receivers and shippers.\*  
Rumsey, Moore & Co., consignments.\*

## PHILADELPHIA, PA.

Commercial Exchange Members.

Markley, P. R., grain broker.\*  
Richardson, Geo. M., grain and feeds.\*  
Stites, A. Judson, grain and millfeed.\*

## PITTSBURGH, PA.

Members Grain and Hay Exchange.

Harper Grain Co., corn a specialty.\*  
Kay, Richards & Co., grain merchants.\*  
Rogers & Co., Geo. E., receivers, shippers.\*  
Stewart & Co., Jesse C., grain and mill feed.\*  
Walton Co., Sam'l, receivers and shippers.\*

## PONTIAC, ILL.

Balbach, Paul A., grain buyers, all markets.

\*Members Grain and Feed Dealers National Assn.

## SALINA, KANS.

Eberhardt-Simpson Gr. Co., mchts. wh. & coarse gr.\*  
Smoot Grain Co., oper. Salina Terminal Elevator.\*

## ST. LOUIS, MO.

Merchants Exchange Members.

Hall Grain Co., Marshall, grain merchants.\*  
Lanzenberg Bros. Grain Co., grain commission.\*  
Martin Grain Co., grain commission.\*  
Morton & Co., grain commission.\*  
Nanson Commission Co., grain commission.\*

## SIDNEY, OHIO.

Chambers, V. E., wholesale grain.  
Custenborder & Co., E. T., buyers-sellers grain.\*  
Wells Co., The J. E., wholesale grain.\*

## SIoux CITY, IOWA.

Board of Trade Members.

Western Terminal Elevator Co., rcvrs. and shprs.\*

## TERRE HAUTE, IND.

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## TOLEDO, OHIO.

Produce Exchange Members.

DeVore & Co., H. W., consignments and futures.\*  
Southworth & Co., grain and seeds.\*

## TOPEKA, KANS.

Derby Grain Co., grain merchants.\*  
Topeka Mills Corp., mlg. wh., consignments.

## WICHITA, KANS.

Board of Trade Members.

Adair Grain Co., wheat, corn, oats, kafir.\*  
Baker Grain Co., A. F., barley, corn, oats, kafir.\*  
Bennett & Co., Jas. E., grain futures, stocks, bonds.\*  
Blood Grain Co., specializing on mill orders consg.\*  
Craig Grain Co., consignments, milling wheat.\*  
Jones Grain & Elevator Co., C. E., consignments.\*  
Kelly Grain Co., Edw., mlg. wheat a specialty.\*  
Ogren Grain Co., grain merchants.\*  
Smith-McLinden Grain Co., wh., coarse gr., m/l.\*  
Southwest Grain Co., mill orders & consignments.\*  
Stevens-Scott Grain Co., corn, kafir, milo.\*  
Wallingford Grain Co., field seeds, kafir, milo.\*  
Wichita Terminal Elvtr. Co., gen'l elvtr. business.\*

## WINCHESTER, IND.

Goodrich Bros. Co., wholesale grain and seeds.\*

## WOODWARD, OKLA.

Sharon Grain Co., grain merchants, brokers.

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20,000	" 96,950 "	" " 48 "
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20,000	" 118,950 "	" " 60 "

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Kansas City, Mo.

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Oklahoma City, Okla. Enid, Okla.

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and  
OATS

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CORN  
and  
BARLEY

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## Lawless Grain Co.

836-39 Board of Trade  
Kansas City, Mo.

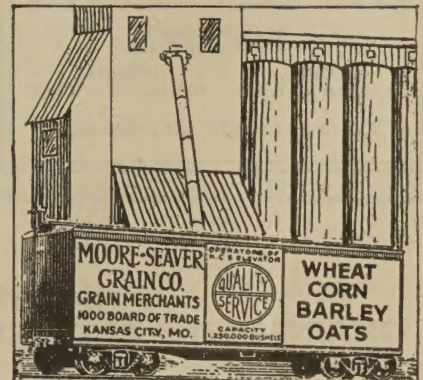
## UHLMANN GRAIN CO.

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Kansas City

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Grain Commission  
Mill Orders a Specialty  
Consignments and Future Orders Solicited  
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*A Service of 52 Years Handling Consignments and Futures*

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Grain Merchants

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Grain Merchants

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GRAIN BUYERS  
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We specialize in Oats and High Grade Corn. Oats sacked for Southern Trade

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Established - 1875  
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**Turner-Hudnut Co.**  
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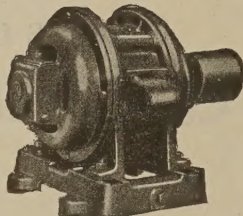
**MUELLER GRAIN COMPANY**  
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**Rumsey, Moore & Co.**  
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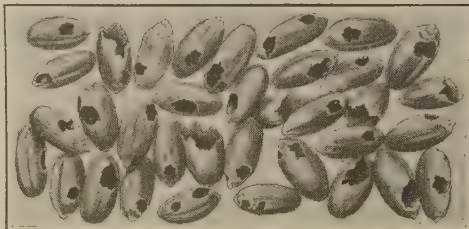
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GRAIN FUMIGANT

An Improved Product

Safe

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Prevent the loss from Weevil cut wheat

Let us send you special booklet on GRAIN FUMIGATION including reports from many of the largest shippers who are giving WEEVIL-CIDE their undivided preference.

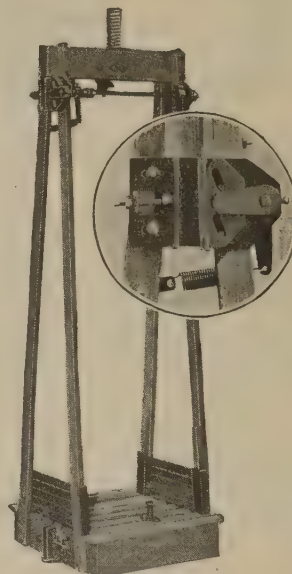
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is now ready to insure you. Order today before your first trip up is the last one down!

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Tells the story in the name. Its factor of safety exceeds anything on the market.

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IN EVERY STATE — Kansas, Oklahoma, Illinois, Indiana, Dakotas, Iowa, Nebraska, Texas and the others — you will find the

## Richardson Automatic Grain Shipping Scale

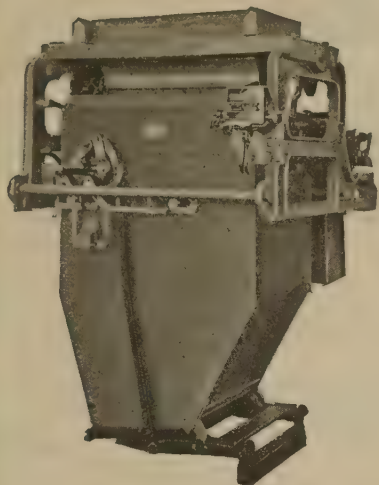
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Why? Because the Richardson Grain Shipping Scale is best suited to the purpose and is all-automatic. It is:

SELF-LOADING      SELF-BALANCING  
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It frees you in the busy season to check in and handle the grain that is delivered by the farmers, and man-made errors in weight are completely avoided.

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WILL NOT BURN—WILL NOT  
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The Grain and Feed Trade have learned  
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### Cover's Dust Protector

Rubber Protector, \$2.00  
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Bearing shipper's  
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Prevent  
CLAIM LOSSES  
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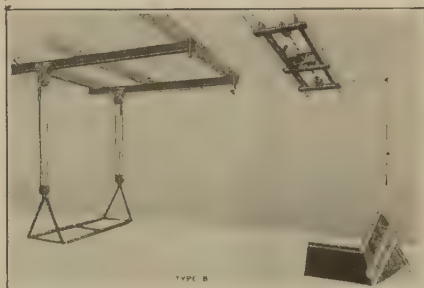


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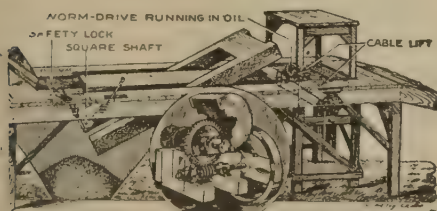
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Easily installed and under complete control  
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Cedar Rapids, Iowa  
Originators of the Electric Truck Dump

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*Send today for full information on our  
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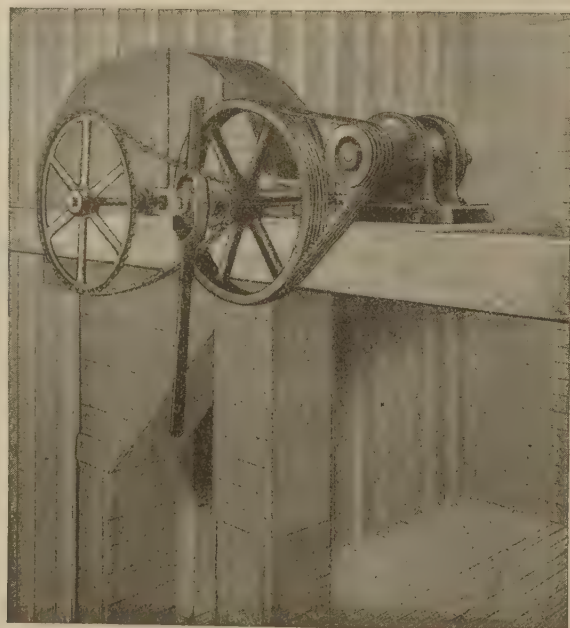
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## DAYTON COG BELT ELEVATOR HEAD DRIVE



## A GOOD DRIVE FOR ANY MACHINE



Western Pitless Sheller with Cog Belt Drive

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ELECTRIC TRUCK DUMP  
SHELLERS AND CLEANERS—  
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SPEED REDUCERS—

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(Operated by the Mill Mutuals)

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We write Fire & Windstorm Insurance covering Grain Elevators and contents, also Dwellings and Mercantile property.  
(DIVIDENDS ANNUALLY FOR 28 YEARS)  
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## BE PREPARED

Avoid a costly fire during the harvest period by giving close attention to operating hazards. Watch for evidence of spontaneous heating in stored grain, feeds and in the dust house. Be prepared to fight a fire, should one occur, by having well filled water barrels and pails readily available.

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and business before the progressive grain elevator men of the entire country by advertising in the Grain Dealers Journal. It reaches them twice each month.

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Looks like a short crop doesn't it?  
If it does, and is, and your bins are not equipped with the

### Zeleny Thermometer System

right now is the time to have it installed if you store corn.

Do you know that the

### Zeleny Thermometer System

can be installed for as little as one-quarter of a cent per bushel? Of course, your storage capacity governs the price per bushel—but supposing it cost a cent and a half a bushel, isn't that cheap insurance in a year when the corn crop is below normal and prices are high? And another thing, how do you think you would feel if you had half a million bushels in your bins in February or March that had a temperature of 40° down to 20°, and it wasn't necessary to disturb it to learn what condition it was in? You would feel that your money had been well spent for the

### Zeleny System

and rightfully so, for the short grain crop in any year is when the

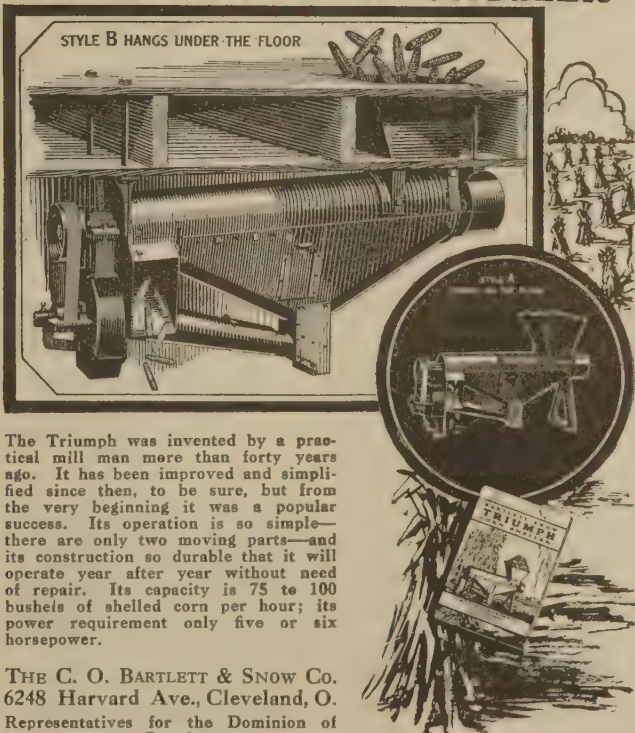
### Zeleny System

pays for itself in one year, and is a money maker for you ever after at a very small maintenance expense, if any. I wish I could say more, but we can only afford a quarter page space, so write us.

## Zeleny Thermometer Co.

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Representatives for the Dominion of

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PEACOCK BROTHERS LIMITED  
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TWO STYLES FILL ALL NEEDS

A copy of the  
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will be mailed with-  
out charge.



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Use Rubber Covered Belt for Cups—It Pays

For All  
Elevator,  
Feed Grinding  
and  
Coal Handling  
Equipment

SEE  
OUR  
"Net Price"  
CATALOG  
FIRST

White Star Co.

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Experienced Elevator Engineers

### Younglove Engineering Company

Grain Elevators, Transfer Houses,  
Coal Pockets, Feed Plants  
Wood or Fireproof Construction

*"If Better Elevators Are Built  
They will STILL Be Youngloves"*

SPECIALIZING  
Concrete Pits that ARE Waterproof

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GRAIN and COAL ELEVATORS

**T. E. IBBERSON CO.**

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are preferred elevators be-  
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There is no better time to ad-  
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petitor. Write the JOURNAL  
today.

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by advertising directly  
to people who want  
to buy, by using a

Grain Dealers Journal  
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3,000,000 Bushel Concrete Grain Elevator

Designed and Built for  
A. E. Staley Mfg. Co., Decatur, Ill.



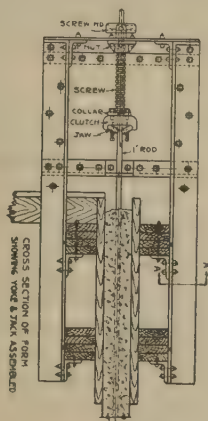
## GALVESTON WHARF COMPANY'S NEW ELEVATOR "B"

Capacity 6,000,000 Bushels

This Elevator Designed and Construction  
Supervised by

## HORNER & WYATT

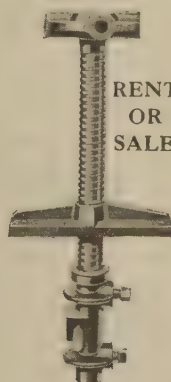
Consulting Engineers to the Grain Trade  
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Grain Dealers Journal  
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have been standard equipment in better grain elevators for over forty years.

There's a Reason

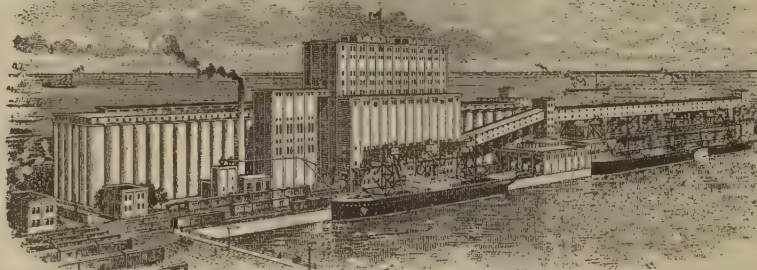
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Dust Collecting Engineers

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Capacity  
5,000,000  
Bushels



Equipped with  
Four Stewart  
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PENNSYLVANIA RAILROAD ELEVATOR AT BALTIMORE

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FISHER BUILDING—343 S. DEARBORN ST., CHICAGO, ILLINOIS

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## Santa Fe Elevator "A"

Kansas City, Kans.

Capacity  
6,500,000 Bushels



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Specializing in ENGINEERING SERVICE for  
MILLS AND TERMINAL ELEVATORS  
POWER, DESIGN, CONSTRUCTION and  
Maintenance, Costs and General Operation.

1220 FLOUR EXCHANGE  
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**The Star Engineering  
Company**

Specialists in  
Grain Elevator Construction

Our elevators stand every test  
Appearance, Strength, Durability  
and Economy of Operation

*Estimates and information promptly furnished*

★ Wichita, Kansas ★

**Western Engineering Co.**

713 Cooper Bldg. Denver, Colo.

Contractors and Builders of  
Grain Elevators that more  
than satisfy the most critical.

**Elevators, Mills, Warehouses**

Designed, Built, Repaired

*Estimates Cheerfully Furnished*

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**HICKOK Construction Co. MINNEAPOLIS ELEVATORS**

**L. H. OLSON**

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Specializing in  
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Builder of  
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30 Years' Successful Experience  
Builders and designers of Feed Mills and  
Mixing Plants, Grain Elevators, Ware-  
houses, etc. Machinery Jobbers.

Figure the amount of advertising  
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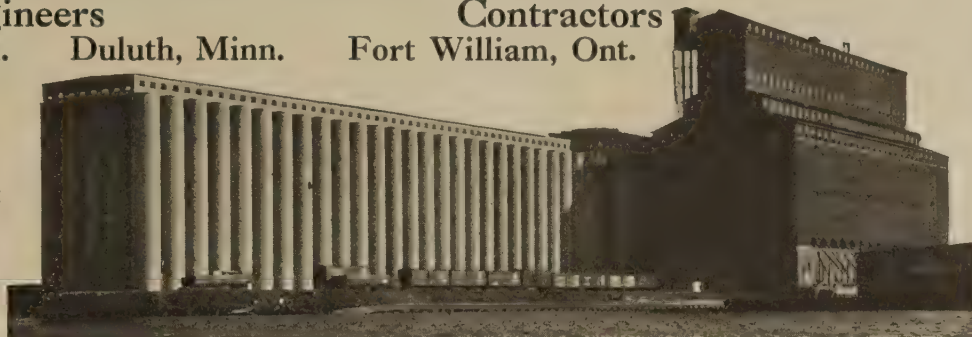


## GRAIN ELEVATOR BUILDERS

### The Barnett and Record Co.

Engineers Minneapolis, Minn. Contractors Duluth, Minn. Fort William, Ont.

Designed and Built  
this 3,000,000 Bushel  
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Elevator "S"  
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### International Milling Co.

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Capacity 3,500,000 Bushels

Designed and built by us in  
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### FEGLES CONSTRUCTION CO., Ltd.

Engineers — Constructors  
Fort William, Ont. Minneapolis, Minn.

DESIGNED for the years  
ahead—an advance we pro-  
pose to maintain.



N. M. Paterson Co., Ltd. 2,500,000 Bu. Elevator Fort William, Ont.

### THEODORE E. SCHNITZLER

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Grain Elevators Industrial Buildings  
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1609-10-11 Landreth Bldg. ST. LOUIS, MO.

Designers and Builders

### GRAIN ELEVATORS

Flour and Feed Mills

Warehouses

### Chalmers & Borton

620 Pioneer Trust Bldg.  
Kansas City, Mo.

Engineers — Constructors

Grain Elevators — Feed Mills  
Warehouses

Ask for Quotations on Your Work



## Pool Member Has Right to Sell in Open Market

The Supreme Court of Washington on May 27, 1930, decided in favor of John Guglielmelli, who had brought suit against the Walla Walla Gardeners' Ass'n, of Walla Walla, Wash., to recover his membership fee and damages for failure to handle his crop as agreed.

The respondent Ass'n in defense denied that it breached the contract in any way, alleged that, because of flagrant violation of the contract on the part of the appellant, he was tried and expelled from the Ass'n and his membership fee forfeited in accordance with the terms of the contract entered into and the by-laws of the Ass'n.

The violations of the contract complained of appear to have occurred in the spring of 1928. It seems to be admitted that the Ass'n proceeded strictly in accordance with the terms of its by-laws to expel the appellant from the Ass'n and forfeit his membership fee. It also does not appear to be disputed that, beginning in the early part of the year 1928, the appellant ignored the Ass'n, his excuse being that the ass'n refused to receive and sell all the produce grown by him during the years 1926 and 1927.

**The Court said:** Generally speaking, the facts of this case are not very seriously in dispute. We think that it is clear from the evidence that the marketing Ass'n, during the years 1926 and 1927, failed and refused to take all of appellant's onions. We think the evidence clearly shows, and in fact there seems to be no serious dispute on this question, that, particularly in the year 1926, there was, generally speaking, no market for onions, and that the Ass'n, during the latter part of the season at least, was unable to dispose of onions at a price that would pay the marketing cost. It clearly appears from the record in this case that appellant tendered his onions to the Ass'n, and that the Ass'n refused to accept them.

**Notified Dealers Not to Buy His Crop.**—It also clearly appears that he requested permission to sell his onions independent of the Ass'n, and that this request was refused; and appellant's testimony is, and this is not disputed, that the Ass'n notified other dealers in the immediate vicinity of Walla Walla not to purchase from the appellant because he was a member of the Ass'n.

**Right to Recoup Loss by Independent Sale.**—Plaintiff's contract being of record, there are cases which hold that, where outside buyers knowingly purchase from a member of such an Ass'n, the buyers themselves may, under certain circumstances, become responsible in damages. *Hollingsworth v. Texas Hay Ass'n*, 246 S. W. (Tex. Civ. App.) 1068; *Northern Wisconsin Co-op. Tobacco Pool v. Bekkedal*, 182 Wis. 571, 197 N. W. 936.

We think the testimony in this case fails to show a failure on the part of the Ass'n to properly take and handle produce, other than the onion crop, raised by the appellant, and in any event fails to show, as suggested by appellant, that he tendered produce which was not received, other than onions, or made any request to sell outside of the Ass'n such other crops, so that, in the discussion of this matter, we are considering only the onion crop.

As to that crop, the question here involved is that, as we see it: Where a co-operative marketing Ass'n such as this is unable to take and sell the crop of its member because of unfavorable market conditions, is such Ass'n justified in refusing to permit the member of the Ass'n to recoup his loss in so far as possible by peddling out his crop on the best terms obtainable?

In the case of *Washington Cranberry Growers v. Moore*, 117 Wash. 430, 201 Pac. 773, 204 Pac. 811, 25 A. L. R. 1077, this court upheld the validity of contracts such as that involved here, and held that an injunction will lie to prevent the grower from violating the terms of his contract. If an injunction will lie to compel the grower to deliver his produce to the Ass'n under a contract such as this, then it must necessarily follow that the Ass'n is compelled to accept such produce when it is tendered or show legal reason for failure so to do.

We think the evidence in this case clearly

shows, however, such legal reason, namely, that it was impossible for the Ass'n to market such produce at a price that would yield any return whatsoever to the grower. The evidence is clear that an attempt was made to market three carloads of onions, and that the returns were insufficient to pay the cost of marketing. We think it is clear from the testimony that the Ass'n used its best endeavors to find a market for the onions, and that such endeavors were unavailing. We think, the market conditions being as they were, the Ass'n was justified in refusing to accept appellant's onions.

**Ass'n Breached Contract.**—He, however, requested permission to market his onions himself, and the testimony shows that at least one other grower peddled his onions at a price that to some extent at least permitted him to recoup his loss. The Ass'n refused to permit appellant to follow this course. He had gone to all of the expense of growing the onions, and the testimony clearly indicates that he would have been able to sell at least some of them at a price greater than the cost of harvesting. Since the Ass'n refused to permit him to recoup his loss, we think it breached the contract.

**Regular 10-Year Contract.**—It should be remembered that the law under which this Ass'n is formed permits contracts to be entered into "requiring the members to sell, for any period of time not over 10 years, all or any specified part of their agricultural products or specified commodities \* \* \*". Rem. Comp. Stat., section 2892. This contract might have limited the requirements of the Ass'n to a particular part of the crop, but it did not do so.

When the Ass'n refused to accept any portion of the crop, the grower was at liberty to sell such portion to any buyer he could find. *Kansas Wheat Growers' Ass'n v. Toothaker*, 128 Kan. 469, 278 Pac. 716.

**Has Right to Sell Elsewhere.**—It cannot be the law that, where a crop has been produced ready for market, the marketing Ass'n, acting even in the best of faith, can say to the grower, "We cannot sell your product, and you will not be permitted to sell it." To permit this to be done would require the wanton waste of food products and would be contrary to public policy.

We hold that, when respondent failed to accept appellant's onions when tendered, and refused to permit him to sell them himself, the contract was breached, and substantially breached.

The trial court found that the evidence was so vague and uncertain as to the loss sustained that no judgment could be entered therefor. In this we agree with the trial court. There is nothing in the record on which we can base an opinion as to how much more than the cost of harvesting and marketing the appellant would have been able to obtain, had he been permitted to sell his onions. We think, however, that a substantial breach of the contract such as this justified appellant in withdrawing from the Ass'n, and that he is entitled to recover from the Ass'n his fee of \$300.

The judgment by the Superior Court of Walla Walla County in favor of defendant Ass'n was reversed by the Supreme Court, giving plaintiff Guglielmelli judgment for \$300 and costs in both courts.—288 Pac. Rep. 251.

### Signers Bound by Agreement to Pay Debts of Co-operative Ass'n

Needing \$70,000 the Thomas County Co-operative Ass'n of Colby, Kan., persuaded some members to sign the following contract:

"We, the undersigned, Members of the Thomas County Co-operative Association of Colby, Kansas, and signers of the guarantee for the payment of the association debts, dated March 21, 1921, hereby agree to pay in cash, upon demand, the sum of money set opposite our names for the purpose of paying off the present indebtedness of said association, taking a certificate of indebtedness from said association in payment as evidenced by said certificate and according to the terms embodied therein."

Chas. Pearson signed the contract for \$1,000, but later declined to pay and the

Ass'n brought suit, the judgment against him by the district court of Thomas County being affirmed May 3, 1930, by the Supreme Court of Kansas, holding that there was sufficient consideration for the signing of the contract.—287 Pac. Rep. 242.

### Farm Board Wheat Corner Will End In Failure

From address by J. M. Piper before a meeting of business men at Cedar Rapids, Ia.:

I am proud to be connected with the grain business because it is practically the only business in the world that is conducted almost entirely on honor. At the nod of the head, or the wave of a hand millions of dollars worth of grain are bought and sold, and signed contracts are seldom in order.

Since the government has decided to take the business out of ordinary channels and place it in the hands of novices, they have seen fit to state through the daily press that the grain men are thieves and undesirable business men in general. It is claimed that they are amassing great fortunes at the expense of the farmer, and that before any good can be accomplished the grain men must be supplanted by others who are untrained for the tasks assigned.

In Sunday School you heard a story about a Jew who was sold in slavery, and in order to get even with his abductors, he had nerve enough to go to the world's richest monarch and suggest that his government go in the grain business. He had no money and he needed none as long as Pharaoh would "foot the bills." This Jew was extremely shrewd, a good business man, but neither he nor Pharaoh knew anything about grain. However, Pharaoh had unlimited power, and, because he was a dreamer, he lent an attentive ear when further accomplishments were in prospect.

As moderns we now have a parallel of this combination in Washington. Uncle Sam is posing as Pharaoh and the farm board is taking Joseph's place.

Let us imagine some things that happened the first year that Joseph, Pharaoh & Co. were in business. Don't think for a moment that those farmers gave them any wheat. Joseph had to go out and buy it against strong competition as the grain trade was still functioning. He paid dearly for that first crop because private warehouses were being filled, too. That is what Uncle Sam did on our last crop.

When the second crop started to move, Joseph said to Pharaoh, "I forgot to tell you that we have to build some more elevators." He also advised that Pharaoh capture more slaves, put the army to work, or hire help to handle that wheat. It had started to get bugs in it. Pharaoh was becoming anxious and a little doubtful, but Joe told him that the private warehouses were full and they could buy the second and third and all succeeding crops at their own prices. At first the farmers were glad to see the high prices, but the second year they began to "crab," but as Pharaoh was absolute monarch, his word was law. I wonder if any of you have heard any farmers "crabbing" about this second wheat crop that is being bought at fifty cents per bushel less than last year's crop? Have you seen anything in the papers about the elevators being jammed to the guards and needing a few more? Our senators thought that a little appropriation of five hundred million dollars would be enough. That is what Pharaoh thought, too. If Pharaoh could learn of the hot water Uncle Sam is in, he would probably be very much amused at the predicament.

Today, instead of praying for bountiful crops as we were told to do, the modern Joseph is hoping for an epidemic of Hessian fly, green bugs, rust, or anything else that will cut down the crop.

Let us look at the original story in Genesis to see what they had to do to the world to get their money back. In the first place, they took all the gold the people had, live stock, mortgages on their farms, and finally the people had to agree to pay one-fifth of their income for a long time in addition to giving up everything they possessed.

When it was all over, they had their money back, but the people at home were disgruntled because of former low prices and later high prices. Egypt had not a single friend left on earth.

You know what the world thinks already. Every country in the world is plotting against us. Every foot of ground that can be cultivated is being utilized, so that they will not be dependent on the modern Joseph, Pharaoh & Co. Our farmers are already up in arms and the farm relief law is only a year old. Unless I am very much mistaken, this new grain outfit will not last as long as the ancient one.



# Wanted and For Sale

The rate for advertisements in this department is 25 cents per type line each insertion

## ELEVATORS FOR SALE

**CENTRAL KANSAS**—My elevators for sale. For information write 64B5, Grain Dealers Journal, Chicago, Ill.

**THUMB OF MICH.**—Farmers Elevator for sale. Splendid grain and bean section. Good grinding and coal business. Box 21, Port Hope, Huron Co., Mich.

**NO. OKLAHOMA** elevator for sale. On Santa Fe with Rock Island connection. For further information write Red Star Milling Co., Wichita, Kans.

**SOUTH DAKOTA**—Five grain elevators and two lumber yards for sale; all located at good points. Will sell all or any part to suit purchaser. Write Box 36, Mitchell, S. D.

**YOU MAY BE MISSING SOMETHING.**  
**AN ILLINOIS** elevator company running a 3line ad in one issue says: "We had 25 applications from that ad. Thank you."

**OHIO**—15,000 bus. grain elevator for sale; plenty of warehouse room; all electric equipment; good territory to draw from. The Farmers State Bank, Eldorado, O.

**INDIANA**—15,000 bus. grain elevator for sale; electric power; handles over 100,000 bushels grain annually; good coal, feed and grinding business. Address 65P7, Grain Dealers Journal, Chicago, Ill.

**TENN.**—Grain elevator for sale, having bulk storage for 25,000 bushels, sacked storage 75,000 bushels; also feed mill in connection; located on three railroads; buildings and machinery in excellent condition. Address 65P8, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—Line of seven elevators for sale including one transit house equipped with grain drier. Sidelines of feeds, coal, seeds, etc., handled in large volume. Located in soft wheat belt and excellent corn territory. Address Wm. Nading Grain Co., Shelbyville, Ind.

**NO. OKLA.**—Elevator and feed business for sale, electric power, hammer mill, corn sheller, located in good dairy community. Good county seat town. Sacrifice price account health. Address 65R12, Grain Dealers Journal, Chicago, Ill.

**INDIANA**—Three elevators for sale having capacities of 40,000, 20,000 and 10,000 bushels. Two electrically equipped, handling grain, hay, coal, feeds, seeds, and grinding business. Doing about \$300,000 business per year. Bargain for cash. Write 65R4, Grain Dealers Journal, Chicago, Ill.

**BARGAIN IF TAKEN AT ONCE**—Some one is always looking for an elevator at a good grain point and reads these ads just like you're doing now, so if you wish to dispose of your present property, enlarge your present interests, or embark in the grain business, USE these columns to your best advantage just as others are doing. WE WILL assist you in the composition of copy free. We are in business to be of service to YOU. There is no wrong time to put an ad in the columns of the Journal. TRY IT.

## ELEVATORS FOR SALE

**CENTRAL ILLINOIS** elevator for sale, feeds. Doing good business; no competition. Will sell cheap or trade. Write 65Q10, Grain Dealers Journal, Chicago, Ill.

**KANSAS**—12,000 bushel elevator for sale; only elevator; new last year. Best corn for years, in fine valley. Selling on account of wife's health. Terms arranged on part. Address 65R3, Grain Dealers Journal, Chicago, Ill.

**NO. ILL.**—Elevator, coal, lumber business in small country station for sale. Large shipping station in the corn belt. Also fence, tile and seed. No trades; cash. Address 64M16, Grain Dealers Journal, Chicago, Ill.

## ELEVATOR FOR SALE OR TRADE

**WISCONSIN**—We have a good elevator for sale in good grain territory, or will trade in on good clean hardware stock. Prescott Co-operative Exchange, Prescott, Wis.

## ELEVATOR FOR SALE OR RENT

**CENTRAL, ILL.**—Good Elevator for sale or rent in town which handles 550,000 bus. grain annually. Write 65R11, Grain Dealers Journal, Chicago, Ill.

## ELEVATORS FOR SALE OR LEASE

**GRAIN WAREHOUSE** for sale or lease, equipped with steam rolls, grain, seed and bean cleaners. Located in well developed prosperous diversified farming district. Address The Fabian-Grunauer Co., Tracy, Calif.

## LEASE WANTED

**WANT TO LEASE** elevator in Illinois or Iowa. Must handle not less than 100,000 bushels. Write 65Q4, Grain Dealers Journal, Chicago.

## ELEVATOR BROKERS

**ALWAYS HAVE ELEVATORS** for sale. To save time, please state amount you wish to invest and location you prefer. James M. McGuire, 6440 Minerva Ave., Chicago, Ill.

## MILLS FOR SALE

**VIRGINIA**—Eolus mill on Hardware River for sale; on concrete road 11 miles from Charlottesville, Va., and 9 miles from Scottsville. Heart pine 4-story bldg., 48x48 ft., slate roof. Good miller's house and 40 acres land. \$12,000. Harris Hancock, Exec., Charlottesville, Va.

## ESPECIAL OPPORTUNITY

Wonderful opening for an experienced operator. 100 barrel capacity flour mill for sale or lease. Hydro power developed; 80 to 100 horsepower. Mill modernly equipped, the only mill here. All surrounding conditions of the very best, product all absorbed locally, good wheat country. Hard surface pikes in all directions, two railroads. Population in excess of 8,000, growing rapidly. Address Sam T. Millard, First National Bank, Elizabethton, Tenn.

## SAMPLE ENVELOPES

**SAMPLE ENVELOPES—SPEAR SAFETY**—for mailing samples of grain, feed and seed. Made of heavy kraft paper, strong and durable, size 4½x7 inches. Have limited supply to sell at \$2.60 per hundred or in lots of 500, \$2.30 per hundred f. o. b. Chicago. Sample mailed on request. Grain Dealers Journal, 332 S. La Salle St., Chicago, Ill.

## FEED MILL FOR SALE

**FEED MILL** for sale, water power, with 13 acres land. Or will exchange for city property. V. H. Pike, Otsego, Mich.

**CALIFORNIA SALE**, mixed feed mill doing good business, in fast growing community. Plant and equipment \$40,000, stock at invoice. Write 65P1, Grain Dealers Journal, Chicago.

## BUSINESS OPPORTUNITIES

**COAL BUSINESS** in a real live eastern Iowa city; big business and small investment with fine location. Address 62F1, Grain Dealers Journal, Chicago, Ill.

**CENTRAL IOWA**—Good established feed and coal also grinding and hulling business for sale. Large territory; no competition. Address 65R1, Grain Dealers Journal, Chicago, Ill.

## HELPFUL BOOKS FOR CARLOT GRAIN HANDLERS

**Clark's Decimal Wheat Values** cover only wheat and show the value at a glance or with one addition of any quantity of wheat from 10 lbs. to 100,000 lbs. at any market price from 50 cents to \$2.39 per bushel. Printed on ledger paper and bound in art canvas. Weight 12 ozs. Order Form 33XX. Price \$2.00.

**Purchase and Sale Contracts** give a quick reference to Purchases and Sales. The Purchases being recorded on the left hand page and Sales on the right so user can quickly determine if he is long or short. Bound in tan canvas, 100 double pages size 8½x14 ins. Order Form 18 P&S. Price \$3.00. Weight 2½ lbs.

**Clark's Freight Tables:** Show the freight rate per bushel from a given rate per hundred pounds, when the rate is from 2 to 50½ cents per hundred pounds, by one-half cent rises. The table is printed in two colors on heavy Bristol board, size 7x9 inches, and may be used for determining the freight per bushel of 60, 56, 48 and 32 pounds. Price 15c, 3 for 40c.

**Confirmation Blanks, Triplicating**, will enable you to avoid disputes, differences and prevent expensive errors. Space is provided on our Confirmation Blanks for recording all essential conditions of each trade. You retain tissue copy, sign and send original and duplicate to customer. He signs both and returns one. Fifty confirmations in triplicate, bound in pressboard with two sheets of dual faced carbon, size 5½x8 inches. Order Form 6CB, 90 cents. Weight 9 ounces.

**Leaking Car Report Blanks** bear a reproduction of a box car and a form showing all points at which a car might leak, thus facilitating the reporting specifically places where car showed leaks at destination. One of these blanks should be sent with papers for each car with the request that it be properly filled out and returned in case of any signs of leakage. Printed on bond, size 5½x8½ inches, and put up in pads of 50 blanks. Order Form 5. Price 40c a pad: three for \$1.00. Weight 3 ounces.

**Clark's Decimal Grain Values** save time and money and prevents errors. It shows at a glance, or with simple addition, the cost of any quantity of grain from 10 to 100,000 pounds at any given market price and reduces pounds to bushels on the same page. Values are shown directly from pounds without reducing to bushels. Pounds shown in red figures and values in black; price being given at top and bottom of each page. Prices for oats range from 10 to 79 cents a bushel; for corn, rye and flaxseed, 10 cents to \$1.09; for wheat, clover, peas and potatoes, 30 cents to \$1.59; for barley and buckwheat, 20 cents to \$1.49 per bushel. Order Form 36. Price \$4.00. Weight 1½ lbs.

All prices are f. o. b. Chicago.

GRAIN DEALERS JOURNAL  
332 South LaSalle St. Chicago, Ill.



SITUATION WANTED

EXPERIENCED elevator superintendent and grain inspector wants position. Best references. Address 65R2, Grain Dealers Journal, Chicago, Ill.

EXPERIENCED GRAIN buyer wants position anywhere; 20 years' experience; can take entire charge. Address 65N18, Grain Dealers Journal, Chicago, Ill.

WANT POSITION as manager of a grain business; 30 years' experience; familiar with sidelines; will work for reasonable wage. Write 65Q5, Grain Dealers Journal, Chicago, Ill.

SUPERINTENDENT—Want position with terminal elevator company as superintendent of elevators. Have all necessary experience. References furnished. If interested write 65P11, Grain Dealers Journal, Chicago, Ill.

DESIRE POSITION about Sept. 1st. Thoroughly competent and experienced in all lines of the grain, feed, seeds and elevator work. Will go anywhere and do anything in that line. Prefer northwest. Address 65Q8, Grain Dealers Journal, Chicago, Ill.

GENERAL SALES AND TRAFFIC manager; able and expert on sales, traffic, rates and claims; open for temporary, special or permanent connection with grain corporation or line of country elevators operating in grain, feeds, hay and straw. Address 65N21, Grain Dealers Journal, Chicago, Ill.

THE WANTED-FOR SALE DEPARTMENT of the Grain Dealers Journal is a market place where buyer and seller, employer and employe, and those offering investments can meet to their mutual advantage and profit and it will pay every subscriber to give these columns a close study twice each month, because of the constantly changing variety of opportunities seeking your consideration.

HERE IS A MAN experienced, competent and thoroughly trained by successful grain and mill men with whom he is associated, who wants a responsible connection with an elevator or flour and feed business. He can qualify as manager and furnish high grade references as to character, ability and dependability. Address 65R5, Grain Dealers Journal, Chicago, Ill.

HELP WANTED

HAVE GOOD proposition for machinery salesman calling on grain elevators, flour and feed mills. Full time or side line. Must know the trade's requirements. Address 65R7, Grain Dealers Journal, Chicago, Ill.

COMPETENT AND EXPERIENCED elevator managers, foremen, bookkeepers, auditors, second men and solicitors can easily and quickly be found through an ad in the "Help Wanted" column of the Grain Dealers Journal, Chicago, Ill.

SCALES FOR SALE

ONE GOOD ten truck, platform dump scales for sale; in good condition. Correspondence solicited. W. F. Bruell, Receiver of Siberz Bros. & Craig, Redfield, S. Dak.

TRACK SCALE for sale—100 ton, 42 ft. Fairbanks type registering beam; first class condition; steel I-beams. Prescott Co-operative Exchange, Prescott, Wis.

RICHARDSON AUTOMATIC Soft Feed Scale for sale. Capacity three to six 100-lb. bags per minute. In excellent condition. Delaware Mills, Inc., Deposit, N. Y.

FIVE-BUSHEL automatic Fairbanks scale for sale, in perfect condition. Can be seen at Brookings in operation at this time. Geo. P. Sexauer & Son, Brookings, S. D.

RICHARDSON SCALES for sale. Automatic grain elevator scales, five, six and fifteen bushel capacities. Write Standard Mill Supply Co., 1307 Waldheim Bldg., Kansas City, Mo.

SEEDS WANTED

QUOTATIONS wanted on all varieties of field seeds. The Wetsel Seed Company, Inc., Harrisonburg, Va.

MOTORS FOR SALE

3-PHASE, 60-CYCLE MOTOR BARGAINS  
60-h.p., 1800 R.P.M., 220/440 volt.  
50-h.p., 1200 or 900 R.P.M., 220/440 volt.  
40-h.p., 1200 R.P.M., 220/440 volt.  
30-h.p., 1800 or 1200 R.P.M., 220/440 volt.  
25-h.p., 1800 or 1200 R.P.M., 220/440 volt.  
Many others. All speeds and sizes.  
V. M. Nussbaum & Co., Fort Wayne, Indiana

HAY FOR SALE

Alfalfa—Clover—Mixed—Timothy—  
Prairie. Delivered prices quoted.  
John Devlin Hay Co., 192 North  
Clark Street, Chicago, Illinois.

SEEDS FOR SALE

WISH TO CONTRACT carload Improved Reid's Yellow Dent Seed Corn at \$2.00 per bus. Will make 50 bus. in spite of drouth. W. F. Crozier, Osceola, Nebr.

OATS—GRASS

New crop tall meadow oats; grass seed now moving direct from producing section. Ask for quotations. The Wetsel Seed Company, Inc., Harrisonburg, Va.

SEED BUYERS AND SELLERS can quickly sell any quantity or buy any amount or quality by making their wants known through the "Seeds Wanted—For Sale" columns of the Grain Dealers Journal, Chicago, Ill.

Duplicating Wagon Load Receiving Book

Hauler	Gross	Tare	Net	

This book is designed to facilitate the work of country buyers during the busy season when each farmer is hauling a number of loads at a time. The above illustrates the half of the sheet which remains in the book. The outer half has the same rulings, but is printed on the other side of the sheet, so that when sheet is folded back on itself, and a sheet of carbon inserted, an exact duplicate will be made of each entry. Each page has room for 33 loads and is machine perforated down the middle so outer half may be torn out and given to the farmer or sent to headquarters of line company.

The book is 12 x 12 inches, check bound with canvas back, contains 225 leaves ruled both sides, and nine sheets of carbon.

Order Form 66. Price \$3.00 at Chicago. Weight, 4 lbs.  
Grain Dealers Journal 332 So. La Salle St. Chicago, Ill.

Modern Methods



332 So. La Salle Street, Chicago, Ill.

Gentlemen:—In order to keep posted on modern methods of elevator management, I wish to receive the *Grain Dealers Journal* semi-monthly. Enclosed find Two Dollars.

Name of Firm.....

Capacity of Elevator Post Office.....

.....bushels State.....

Use Universal Grain Code and reduce your Telegraph Tolls.

Bargain Sale in Soiled and Shelf Worn Books

Record of Receipts—We have a small stock of these Price Current Grain Reporter form 85 which we are selling out at bargain prices. They are good grain receiving records, size 15½x10½ ins., 150 pages, linen ledger paper, well bound, with cols. for "Date, Driver, Gross, Tare, Net, Bus. Price, Kind, Seller, Amount." in the order named. Priced at only \$2. as is.

Grain Scale Books at a Bargain While They Last—We have a small stock of grain receiving scale record books, Form 223, formerly put out by The Price Current-Grain Reporter, which we will sell at a greatly-reduced price. Formed of heavy ledger paper, size 10½x16 inches, 240 pages, with a 28-page index. All in good condition excepting the binding. Price as is \$2.50.

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GRAIN DEALERS JOURNAL,  
332 So. La Salle St., Chicago, Ill.



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### BATCH MIXERS

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332 S. La Salle Street, Chicago, Ill.

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## Grain Dealers Journal

CHICAGO, ILL.

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Prompt Attention. Quick Shipments. When in need of elevator or mill machinery, notify us. We are headquarters for power and transmission equipment, and have on hand several well-known makes of motors, boilers, engines, etc.

Send us list of all your wants. We can supply you with full line of machinery for elevators, flour, corn and cereal mills. Complete equipment for modern mills of all kinds, molasses, stock and poultry feed plants, plans, specifications, flow sheets, etc., our specialty. Write us without delay.

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A GOOD second-hand seed and grain cleaner wanted, with a good capacity; a No. 39 Clipper Cleaner is desirable. G. G. Davis, Tipton, Ind.

### WANTED

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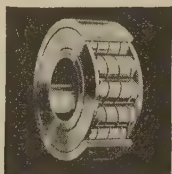
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## GRAIN DEALERS JOURNAL

With which is consolidated the Grain World, formerly the Price Current Grain Reporter.

332 S. La Salle St., Chicago, Ill., U. S. A.  
Charles S. Clark, Manager

Published on the second and fourth Wednesdays of each month in the interests of better business methods for progressive wholesale dealers in grain and field seeds. It is the champion of improved mechanical equipment for facilitating and expediting the handling, grinding and improvement of grain, feeds and seeds.

SUBSCRIPTION RATES to United States and countries within the 8th Postal Zone, semi-monthly, one year, cash with order, \$2.00; single copy, 25c.

To Foreign Countries, prepaid, one year, \$3.00; to Canada, prepaid, \$2.50.

THE ADVERTISING value of the Grain Dealers Journal as a medium for reaching progressive grain dealers and elevator operators is unquestioned. The character and number of advertisements in each number tell of its worth.

Advertisements of meritorious grain elevator and feed grinding machinery and of responsible firms who seek to serve grain, feed and field seed dealers are solicited. We will not knowingly permit our pages to be used by irresponsible firms for advertising a fake or a swindle.

LETTERS on subjects of interest to those engaged in the grain, feed and field seed trades, news items, reports on crops, grain movements, new grain firms, new grain elevators, contemplated improvements, grain receipts, shipments, and cars leaking grain in transit, are always welcome. Let us hear from you.

QUERIES for grain trade information not found in the Journal are invited. The service is free.

CHICAGO, AUGUST 27, 1930

PROMPT reports on consignments and quick settlement of balances due on shipments help to establish confidence and cordial relations thereby fostering further business relations.

RAISING your posted price convinces your prospective customer that you do not always bid what the market justifies. Sellers have no confidence in the vacillating buyer who is easily cajoled into raising his own bid.

IF THERE IS TO BE the anticipated amount of wheat fed to livestock during the next 8 or 10 months, what will that do to our surplus, and what will be the advice of the Farm Board to our winter wheat producers?

WAREHOUSING of grain under governmental regulation does not seem so desirable as claimed by the advocates of the legislation, only four warehouses bonded under the Iowa law having applied to the state board of railroad commissioners for renewal of their licenses.

VARIOUS MEMBERS of the Farm Board have spoken of this summer's drouth as a terrible calamity. If it has helped to reduce the surplus of numerous agricultural products, thus relieving the Board of much trouble and embarrassment, why do the members look upon this season's lack of rainfall as a calamity? It might have been worse—for them.

PROTECTION for the proceeds of drafts undergoing collection was never more needed than in 1930, the Federal Reserve Board reporting that during the first half of the year 471 banks with deposits aggregating \$210,881,000 closed their doors. On the reassembling of Congress a concerted drive should be made for the enactment of the Strong bill.

THE FINGER OF SUSPICION is frequently pointed at the man who has a bad fire when business is bad. For that reason, if for no other, the honest elevator manager will be more than ordinarily careful just now. Dry weather has added tremendously to the fire hazard and weeds and rubbish should not be permitted to remain near any wooden structures.

PROFITEERING in foods and feeds is charged at this time by many agitators. Perhaps some of this talk is justified, but the most of it is not, and it must not be forgotten that this country's corn belt has just been through the worst drought in its history and no one has any clear conception of what replacement costs may be within the next 60 or 90 days.

EXCEPT AS TO CORN AND HAY, there is, in this country, no real shortage of either food or feed crops. There will, of course, be much shifting of sources of supply and demand, and this situation will afford the alert dealer an unusual business opportunity, unless it is taken away from him by the government's going into the purchase and sale of feeds and feed grains. The latter is something that will bear close watching by the executives of the different grain and feed associations.

TO CROWD OUT independent exporters now shipping thru Portland, Ore., by leasing the grain elevator at Terminal No. 4 to one corporation alone would be harmful to the interests of the port. The Commission of Public Docks, by giving the desirability of competitive trading careful study, should be able to come to the conclusion that the proposed step is unwise. It should not be necessary to submit the lease to a referendum, as the voters can have no adequate knowledge of the factors that tend to build up the grain trade of the port.

PYROMANIACS can not assuage their destructive urge without setting several fires; and the first fire is so likely to be followed by others along the route of the firebug that immediately incendiarism is suspected added precautions must be taken by watchmen. Where no watch has been maintained temporary guards should be placed on duty. Such prompt action probably averted several fires in the vicinity of North Bend, Neb., where an incendiary applied the match to many buildings, among them the grain elevator, which fortunately was saved with \$1,000 loss. If the guilty one is not arrested he may be scared off by posting rewards, publishing threatening notices and otherwise exhibiting a vigilance that will indicate property owners are alert.

SHIPPERS of shelled corn and straw will be pleased to learn that the Government has abandoned its corn borer restrictions on the movement of these commodities from certain areas in New England.

A DEFICIT of \$20,561,681 in the State Bank Guaranty Fund of Nebraska was reported last week by the chief examiner, an example of what may be expected when government interferes with banking or any other business.

MANLIFTS needing repairs at the top should be securely supported until the work is completed to avoid a fatal accident, as happened at an elevator in Indiana, where the support of the lift gave way, dropping one of the two men at work 40 feet.

INCOME TAXES are to be raised one per cent above 1930 next year, according to the secretary of the U. S. Treasury, but he neglects to place the responsibility on the Farm Board which has taken a quarter of a billion dollars, without its activities increasing the income of any citizen engaged in trade or farming.

ESTABLISHMENT of a wool top futures market by the New York Cotton Exchange on Nov. 1, as contemplated, is another recognition of the value of future trading by merchants and manufacturers, the ultimate effect of which is to narrow the spread between what the producers receives and the consumer pays.

SUGAR growing in cool climates was admitted to be unprofitable at the meeting organizing the government beet pool at Denver. Why not solve the problem at one stroke by letting Louisiana grow the sugar while northern regions produce the grain and crops that create more business for grain buyers, millers and railroads?

COTTON has shown an extremely heavy shrinkage in consumption during the past year and unless there is a decided pickup in business, demand during the next few months will continue light. In view of this, will the Farm Board advocate a drastic cut in next year's acreage, and if it does, what crops will it recommend, as substitutes?

FIRES getting a good start in the country elevator cupola usually result in a total loss; but, as reported in the news items, firemen at one Iowa town climbed on a storage tank and directed a pressure stream right into the heart of the blaze, saving the plant. Dealers elsewhere not blessed with such vantage points can avoid loss by nightly inspection and the convenient water barrel and buckets.

PROVINCIAL Pools in Canada got into a tight squeeze when after having advanced \$1 per bushel to growers the Central Selling Agency could obtain only 70 cents from the banks when the grain reached Fort William. What better proof could we have that the time-honored system of selling grain for cash on the spot is better for the grower than the pool method of advancing with the illusory promise of a big dividend (?) later.



ENCLOSING the elevator basement will prevent such thefts as that at Carlinville, Ill., where a resident bored a hole in the floor and filled his sack, plugging the opening to conceal the leak.

FREIGHT rates are high because railway labor is getting high wages that the railroads have small voice in fixing. Railway wages reached their maximum in 1929, the hourly earnings of yard firemen, for example, having risen in 1929 to 197% above the 1914-1915 rate.

THE COMBINE may be making trouble for the railroads by rushing wheat to market, but it is making business better for the builders of grain driers and the manufacturers of grain cleaning machinery. With the combine the weed seeds are mostly harvested with the grain. Cockle particularly is one of the bad weeds that the combine picks up to be dealt with later.

WHY exasperate your favorite receiver with an overdraft on every shipment. He has plenty to worry about without being forced to loan you part of his operating capital. If you lack confidence in his honesty change to someone else. By making overdrafts you irritate even your best friend and convince him that you are unwilling to trust him with your grain.

AN ARGUMENT advanced by the manager of the Government's Northwest Grain Pool as an inducement for country elevators to join is that "member elevators may draft upon the ass'n for the purchase of side lines and supplies." Putting it another way the Government supported grain buyers are to be aided to compete with dealers in coal, lumber, feed and other commodities, contrary to the principles of our government founded on individual initiative.

TAKING 50 per cent off the freight rates for transporting feed into and out of the drought-stricken areas is unjust to the railroads, and indirectly to the entire shipping community. This burden of public charity should be borne by all the people, if at all, and not by one class. The railroads are not complaining, but the earnings of Class I roads in the Western district for the first six months of 1930 were only 3.12 per cent per annum on their property investment, against 5.32 per cent for the corresponding six months of 1929.

THE FIRST attack by legal proceedings against Federal Farm Board activities was launched Aug. 25 by Aaron Sapiro on behalf of the Harlem & Bronx Milk Dealers Ass'n in a complaint before the Federal Trade Commission alleging the \$4,000,000 loan to the Dairymen's League was to be used to form an improper combination between a co-operative ass'n and commercial dealers, and that the League is guilty of price manipulation resulting in unlawful restraint of trade. If pursued to a conclusion there should follow a decision by the courts determining whether or not the whole Farm Board law is unconstitutional.

## The Direction of the Wind

In an editorial in the July 9 number of the Journal the statement made by Chairman Legge that the present grain marketing system would be retained, was commented on at length. It was pointed out that the Republican party, through its platform, was pledged to pool selling; that the Marketing Act very definitely prescribed that plan; that President Hoover, at the first meeting of the Farm Board, laid especial emphasis upon that one idea, and finally, that the majority of the members of the Board were pool minded.

Perhaps there are still some grainmen who see no danger in the Marketing Act, or who think its administration, under Chairman Legge, will not prove harmful to them. If so, recent "straws showing the direction of the wind," may prove informative.

One of these comes from an address of vice chairman Stone at the Columbus, Ohio, meeting of the American Institute of Cooperation, on July 7. After enumerating the organizations that have been set up for the cooperative marketing of various products, and the plans in other fields, Mr. Stone said: "We believe that it will take several years for these national sales organizations to become properly organized and officered but with efficient management they eventually will be able to perfect a more economical and efficient distributing system of farm products."

Another comes from a radio address over WENR on July 15, by Geo. S. Milnor, general manager, Farmers' Nat'l Grain Corp'n. Among other things, he then said: "Permit me, at the outset, to state very frankly and in plain and unequivocal terms, that the Farmers' Nat'l Grain Corp'n is now actively and legitimately engaged in the grain business. It shall, when it chooses, buy grain, at fair competitive prices, and likewise, sell when it chooses, to any purchaser, in any market, whether domestic or foreign."

The importance of that statement arises from the fact that the Farm Board, the U. S. D. A., practically all of the agricultural colleges and thousands of county agents and other farm advisers, are exerting every possible effort to cajole or coerce the farmers into joining the different wheat pools, and that would automatically throw their grain into the hands of the F. N. G. C. for marketing.

Of course what has thus far been said and done is not going to put all of the independent private or cooperative dealers out of business. It is not even going to prevent a fair proportion of them from making a profit on this year's business.

When one recalls, however, that this vicious Marketing Act has been on the statute books only 14 months, and pictures what has happened in that short time, it takes neither a prophet nor the son of a prophet, to predict what will eventually happen to the men who have invested their lives and their money in the machinery for marketing this country's grain crops, unless

the law is either repealed, or so amended as to remove its unjust discriminations.

Lulled into a new, but false, sense of security by a few honeyed words, the grainmen are sure to repent in sackcloth and ashes, if they quit the fight for economic justice. That is all they are asking for, but as good American citizens they are entitled to that and they can get it if they neither heed the flag of truce now hung out by Chairman Legge, nor surrender.

## Never Satisfied

Our socialistically inclined politicians are never satisfied with what, at any specific time, is being done for its citizens. There is constant clamor for the government to engage in new activities. Some of this demand may come from honest motives, but much of it arises from a desire for more power, upon the part of those who are in office and a desire for easy good paying, permanent jobs, by those who are still not provided for. A careful estimate indicates that about one of each ten of our population is now supported either directly or indirectly, by some form of government, either city, county, state or national.

We are now running railways, boat lines, power plants, commissaries, hotels, laundries, etc. We are in the grain business, up to our necks, and now it is proposed that we go into the feed and the flour milling business.

Just when or where this thing will stop, no one knows, but if it continues at the rate at which it has been spreading during the past few years, it will not be so very long before we shall have passed Soviet Russia in the race for the socialistic goal. Every possible advantage is being taken of emergencies, to spread the gospel of "let the government do it," and the worst of it is that this kind of propaganda is not being met by concerted opposition.

First one organization and then another "takes a shot" at this enemy of representative government that would take away all private initiative and opportunity. These shots, however, like those of a few soldiers on picket duty, never stop the enemy, and the only hope is they may arouse the "companies," the "battalions," the "regiments" and even the whole army of defense, to the danger of the situation, bringing about such organization and such plans for offensive attack as shall make it possible for an early and decisive victory to be won. What association shall form the nucleus for this army? Who will be the Commanding General?

FARMER FAILURES numbered 32,555 during the 5 fiscal years 1925-1929 inclusive, while other business failures were 217,137, a ratio of about one in seven, but no national legislation was passed for the relief of the 217,000; no arrangements were made for loaning them government money at low interest rates; no cabinet meetings were held to discuss their problems; no committees of business men were named by the President, to consider relief plans, and no Red Cross funds were made available to them.



## The Scope of Grain Association Work

Every now and then we get a complaint from some hard-working secretary of a state or local ass'n regarding some selfish dealer who refuses to join the ass'n and support it financially and by his own personal work for various trivial or selfish reasons.

One Eastern dealer who operates a couple of stations recently frankly admitted that he did not wish to be a member of the ass'n because he proposed to do just as he wished, in utter disregard of the rights, interests or wishes of his fellow dealers in the neighborhood. Such a disturber cannot succeed because he immediately antagonizes and embitters all of his competitors and if he follows the dictates of his selfish instincts, he is sure to find himself soon loaded with grain which cannot be sold at a profit.

The easiest road to ruin in grain marketing is for a grain buyer to become involved in an overbidding contest. Cut-throat competition has always been the bane of the country buyer's existence and it has sent more dealers to the bankruptcy courts than all other factors combined.

One large dealer in the Western states who has been continually honored by the organization which he has long supported objects to the organization bothering with the small country dealers because the problems of the larger dealers are so much more important or rather involve larger volume and more dollars and cents. That is truly a narrow, selfish view to take of ass'n work. Every grain trade organization is in need of the active support of the largest membership obtainable. It attains influence as an organization only because of its numerical strength, especially when it has any dealings with Governmental agencies. The small dealer's problems may not interest the larger dealer, but his own interest in the general improvement of grain trade conditions should stimulate his interest in the common problems of all and in the welfare of all his brother dealers because, the greater the success of the small country shipper, the better prospective customer is he for the jobber, the broker and the track buyer.

No grain trade ass'n can afford to play any favorites and expect to receive the loyal support of all its members and that is the first essential to its success. Every grain trade ass'n has started with the clear-cut object not only of improving grain trade conditions, but of helping each and every member in every way possible, and it is only by conducting his work along these broad lines that the secretary is able to interest or to retain the active support of his members. It would be suicidal for any secretary to do otherwise. The grain trade ass'ns have a greater opportunity for effective ass'n work today than they have had in many years, but first of all they must harmonize the relations and win the support of all dealers engaged in efficiently marketing grain. The broader their work and the greater their influence, the stronger will be their membership appeal to all members of the grain and feed trades.

## Trading in Futures

Besides the five grains, wheat, corn, oats, rye and barley, there are, in this country, futures markets in cotton, silk, coffee, rubber, hogs, flaxseed, sugar, hides, lard, eggs, butter, feedstuffs, cocoa, copper, etc. It has been estimated that the annual turnover in these markets amounts to at least 30 billions of dollars, and the trade volume, taking the commodities as a whole, is steadily growing.

The benefits derived from these markets are obvious, some of the members of Congress, to the contrary, not withstanding. Their elimination by law, as has been proposed, would be a catastrophe.

These exchanges control no prices and neither buy nor sell. They are simply the recognized places where trades are made, safeguarded by rules and regulations that give ample protection to both buyer and seller. Furthermore, they make a market for both buyer and seller every business day in the year, and give to the world daily, hourly, and in some instances continuous price quotations, as well as much other highly important statistical information.

That the business world generally recognizes the value of these different commodity exchanges is evidenced by the fact that new ones are frequently being brought into being. Right now, plans are being made for establishing futures markets for wool, for citrus fruits, and for blackstrap molasses.

## The Cost of "Farm Relief"

Many are becoming curious as to what kind of a financial statement the Farm Board may present to Congress for the fiscal year ending June 30, 1930. Will this report show how much of the \$500,000,000 revolving fund was spent and where, and will there be a profit and loss statement concerning these expenditures? Will there be a detailed statement concerning the \$1,500,000 appropriated for Board expenses during the first fiscal year, and will all of these figures be made public?

The Marketing Act provides that the Board shall make an annual report to Congress "upon the administration of this Act, and any other matter relating to the better effectuation of the policy declared in section 1, including recommendations for legislation." The law also provides that all financial transactions shall "be examined by the General Accounting Office at such times and in such manner as the Comptroller General of the U. S. may, by regulation, prescribe. Such examination, with respect to expenditures from the revolving fund pursuant to any loan or advance or from insurance moneys pursuant to any insurance agreement, shall be for the sole purpose of making a report to Congress and to the board of expenditures and of loan and insurance agreements in violation of law, together with such recommendations thereon as the Comptroller General deems advisable."

To the lawyer who will correctly interpret the sentence beginning with the word "such," and who will say whether or not the figures are to be made public, a medal will be awarded.

Figures made public on July 29, indicate

operating expenses for the first year amounted to \$768,000 and loans either made or promised, amounted to \$257,000,000. For a doctor's bill that has afforded no relief to a "sick" patient, these figures seem rather formidable.

## Elevator Co. Liable for Foreman's Negligence

The Court of Civil Appeals of Texas on Apr. 12, 1930, denied a rehearing in the suit by Mrs. Mary Lee Russell against the Fort Worth Elevators Co., Ft. Worth, Tex., for damages for the death of John T. Russell, who was killed while in the employ of defendant.

Pettyjohn was general superintendent of the "Katy" plant and had as foreman a son-in-law, F. D. Walker, whose duty was to spot cars.

Walker directed Russell to go between two cars to fix the couplings, and then turned the electric current on the car puller motor before Russell had emerged from his dangerous position.

The allegation was that Walker was grossly negligent in turning on the power before being signaled to do so, and that the general superintendent was grossly negligent in retaining Walker in his employ after having been notified of his recklessness.

One witness, Harkey, testified:

"There are four controller boxes all right together, all on the same post, and I knew of him going to the controller post to start the machines and start the wrong ones a number of times, and I have known of him starting one conveyor belt and run the grain out to another one that wasn't running, run the grain on the floor instead of in the conveyor. I have known of him opening the bins without starting the conveyor belt.

"If the conveyor belt was not running so it would take the grain away, it would run all over the floor. I have known of him starting the car puller before they would be ready for that and jerking the cable away from the men. As they would go to hook it on the car, he would start the car mover. He would start the controller before they got it fully hooked, and I have known of him in operating the car mover, he would operate the car mover on the wrong track.

"All of these matters I am relating occurred prior to the accident. He was back in the tunnel and the conveyor belt was running and no grain on it, and he stepped on the conveyor belt, and that is the nearest I ever knew of anyone else being hurt, was himself."

The judgment for \$15,000 in favor of plaintiffs was affirmed.—28 S. W. Rep. (2d) 320.

## Leaking in Transit

Grain dealers can help brother sufferers in the collection of claims for loss by reporting to Grain Dealers Journal, for free publication, car initials, number, place, date and condition of car seen leaking grain in transit.

Recently we have received reports of the following leaking or bad order cars:

G. N. 15825 going thru Antelope, Mont., was leaking wheat in center of one end on Aug. 11.—Hoven Grain Co., Alf Hoven.

Wabash 23346 passed thru Olive Branch, Ill., on the Illinois Central on a thru train at 9:15 a. m., Aug. 7, going south and leaking wheat.—W. F. Wilbourn, sec'y W. W. Wilbourn & Co.

A. T. & S. F. 45764 was leaking badly while being switched July 9 at Big Bow, Kan.—R. E. Cheers, Ernst-Davis Commission Co.

A. T. & S. F. 25776 was leaking badly as it passed thru Guthrie, Okla., July 10.—Logan Co. Mill & Grain Co.



## Asked—Answered

[Readers who fail to find trade information desired should send query for free publication here. The experience of your brother dealers is worth consulting. Replies to queries are solicited.]

### Liability for Driveway Crossing?

*Grain Dealers Journal:* The railroad company has compelled us to sign an agreement under which we bear the liability of accident at the driveway from our elevator over the tracks, claiming that this is a private crossing, when in fact it is the outlet also from another parcel of land. Is our crossing a private crossing as claimed by the railroad company and must we be responsible?—T. J. Blake.

**Ans.:** Under the law of the State of Ohio, effective Jan. 2, 1928, township trustees and municipal corporations have the power to fix and determine highway crossings, under sec. 8843.

Under sec. 8898 the municipality or the township trustees present a petition to the common pleas court of the county asking for the right to cross the railroad, and the petitioner must bear the expense of constructing the highway. The court will consider whether such construction is required to accommodate the public.

After the crossing has been so declared to be public, the operators of the grain elevator can not be required by the railroad company to assume responsibility for accidents.

### Priority of Lien of Thresher Over Mortgage?

*Grain Dealers Journal:* A farmer mortgages his growing crop of oats and barley. He agrees with the thresher to deliver enuf to the elevator to pay his threshing bill and does so. Can the grain buyer pay money over to thresher without consent of mortgagee and without danger of having to account to him for the proceeds?—Wakefield Grain Co., Waterman, Ill.

**Ans.:** The law of Illinois is so new that the threshers' lien has not been up in the court for a decision on priority, so that it can not be stated positively.

The Kansas law expressly states that the threshers' lien comes ahead of the mortgagee's lien, and this may be cited as a precedent if the grain dealer pays the thresher and the mortgagee subsequently makes claim.

Broadly speaking, the crop was mortgaged while it was growing, and the mortgagee stands in the shoes of the owner of the grain, so that the threshing is for the benefit of the mortgagee. Another point in favor of paying the thresher, or holding out the money for him is that the law requires him to be paid within four months. Moreover, the law giving the thresher a lien contemplates that it shall come before any buyer, and a mortgagee is virtually a buyer.

### Threshers' Lien in Kansas?

*Grain Dealers Journal:* Could the Journal tell me if under the laws and decisions of the State of Kansas, a bona fide purchaser of grain is exempt from a thresherman's lien?

In our case, the wheat was threshed, delivered, sold and the checks cashed. The thresher then filed suit against this company to recover the money for his work. Absolutely no notice was given us until after the wheat was all paid for and the books closed on that sale.—Fred W. Crandell, Dighton, Kan.

**Ans.:** Under the laws of Kansas giving the thresherman a lien the grain buyer can only comply with his demands, provided the thresherman has filed the lien statement as required by the law. The lien is not good if filed more than 15 days after the job of threshing was finished, nor can he wait longer than 90 days before starting suit against the grain buyer. The law provides:

**Revised Statutes of Kansas.** Chap. 58, Art. 2, Sec. 203. Lien of Thresher. That any person operating a threshing machine, or engaged in the business of threshing and harvesting grain or grain crops, for others, who shall, under contract with the owners of any such grain or grain crop, or with the mortgagee thereof, thresh and harvest such grain or crop, shall be entitled to a lien thereon from the date of such harvesting or threshing, to secure the payment of any amount due for threshing and harvesting, from and after the date of such threshing or harvesting. Such lien shall be preferred to that of any prior chattel mortgage or encumbrance.

Sec. 204 requires the thresherman to file with the register of deeds of the county a statement in writing giving name of owner of crop, kind of grain, number of bushels, description of land, contract price, date, amount due and name of claimant. The fee is 25 cents. Statement must be filed within 15 days after the completion of threshing.

Sec. 205 provides that claimant must bring action within ninety days after filing of statement; and unless begun within that time is void.

Brazil is buying some wheat in the United States on account of the poor quality supplied by its usual source, Argentina. The first full cargo of wheat to be shipped from Galveston to Brazil in four years was taken Aug. 9 by the steamship Bolivia.

The Government's barge service will continue to report increased net revenue even though many of the channels of the Mississippi are unnavigable. The politicians must be kidded into believing they have put the government in the transportation business.

### Kansas Wheat Growers Will Not Cut Acreage

H. M. Bainer, director of the Southwestern Wheat Improvement Ass'n, declares that Kansas farmers are making no plans to reduce their acreage in co-operation with the Farm Board.

Mr. Bainer had an opportunity to sound the sentiment of the wheat growers, numbering 105,000, who assembled at 36 points on the Santa Fe and 21 points on the Rock Island to listen to lectures and examine exhibits on the special wheat trains. He says neither drouth nor low prices, along with the farm board's acreage reduction program, has convinced Kansas wheat farmers that there is anything better than wheat for them to tie to. The general feeling is that, if good rains come between now and sowing time, as much wheat acreage as ever will be sown this fall.

The Santa Fe train began at Newton, July 21, and ended at Salina, August 2, followed by the Rock Island train which started at Kanorado, August 6, and ended at Hutchinson, August 13. Fifty-seven meetings were held in 46 counties with a total attendance of 105,575 or an average attendance of 1,852 at each place. Each meeting covered 3 hours, one hour was given to a speaking program and two hours to letting the crowds pass through the train and see the exhibits.

The State-Wide Wheat Festival meeting at Hutchinson, August 13, was a splendid closing climax. In connection with the Hutchinson meeting, 25,000 people were in attendance and the event was staged at the State Fair Grounds. Fifty wheat decorated floats were in a 2-mile parade and 35 of these represented 35 wheat growing counties.

In connection with the county float contest in which 35 counties competed, prizes to the extent of \$3000 were given. The first prize of \$250 went to Edwards County, second prize of \$200 to Sherman County and the third prize of \$150 to Lane County. The remaining 32 floats received a consolation prize of \$75 each.

This year's train meetings were the best attended and the most interest was shown of any in connection with the Five-Year Wheat Belt program. Even though the price of wheat has declined and the returns are not satisfactory, Kansas wheat farmers showed their interest in turning out at these meetings in larger numbers than ever, thus showing their intentions to go ahead and produce as much wheat as ever.

Manuel Garza Guerra, of Saltillo, Mexico, is remodeling his mill and equipping it with modern machinery in which a Randolph Direct Heat Grain Drier is included.



Deep Excavation for Foundation and Men Breaking Out the Soft Rock on Site of Grain Elevator to Be Built at Cherson, Russia.  
[See pages 237, 238 and 239.]



## Constructing the Grain Elevator At Cherson, Russia

Flowing from Smolensk thru White Russia and the Ukraine granary for 1,300 miles the Dnieper River and its tributaries serve as the accumulative channel for a vast quantity of grain for which an export outlet must be found.

The most convenient point for the transshipment of the grain from the river boats is at Cherson, located 50 miles up the river from the Black Sea. Here the Russian government has begun the construction of a 2,000,000-bu. grain elevator, as a part of its 5-year development program, which is designed to put Russia on an equal and competitive basis with other countries in supplying the world's markets with wheat.

Handling grain in Russia is still carried on under very trying conditions in some districts as is evidenced by the accompanying engraving which shows the unloading of barges by carrying the grain out in bags on the backs of laborers.

The unloading of grain from barges when the new elevator has been completed will be accomplished by means of pneumatic unloaders, of which there will be four units, each having an unloading capacity of approximately 5,000 bus. per hour, effecting a great saving over the cost of manual labor now employed.

Work on the construction of the elevator has been under way for some time and good progress is being made despite the fact that it has to be carried on with methods that are far from modern according to our standards.

It was necessary to do an unusual amount of excavation in order to get suitable foundations for supporting the structures. The site is underlaid by a soft fossil-bearing limestone; and it was necessary to remove that to about water level in order to expose a stratum of harder limestone. The accompanying illustration gives a good idea of the magnitude of the excavation work, which all had to be done by hand. Several hundred men and about 50 one-horse wagons were used to do this work. The fossil limestone was broken up with sledges and bars and loaded into the wagons to be carted away. Explosives were tried out for breaking up the material but on account of not having suitable grades of explosives that method

was abandoned and it was all broken up by hand.

Reinforcing steel is scarce in Russia; and the steel for this job is being rolled in a small mill from old locomotive tires that are cut up with an acetylene torch to provide billets. The steel comes from the mill badly bent and it is necessary to have it straightened before being placed in the forms. Persistence, however, brings results and from the engraving it can be seen that the reinforcing steel is well straightened and accurately placed.

Form lumber comes to the job rough sawed and only where it is absolutely necessary for securing the desired results do they dress it. Because of the lack of planing mill machinery it is necessary for them to do all of the dressing by hand, which, of course, is a slow and expensive procedure. Towers, trestle work, shoring—in fact all timber work is constructed from round timbers which are hewed at the ends with hand axes for proper framing. A great deal of this work is required as it is necessary for the handling of the construction materials.

The heavy aggregate in the concrete consists of rock which is brought to the site by barges, where it is unloaded on belt conveyors and conveyed to two crushers for bringing it down to the desired size. The material is then stock piled, as it is necessary to carry on this work in advance of the actual requirements because the crushing capacity is not adequate to keep up with the work once the concreting starts.

Four small concrete mixers are used for making concrete and the usual hoisting towers are provided, one for each mixing unit. On account of the scarcity of containers cement is delivered to the job in bulk carload lots and it has to be stored and handled manually.

While the work there necessarily has to be done under conditions that are not only trying but that we in this country would consider next to impossible, they are setting to it with a determination of will for which they well may be proud.

The grain elevator is being designed by the James Stewart Corporation, and its superintendent, J. W. Cook, is now at Cherson in charge of the work.

### Russia Orders Farm Machinery

Orders to the value of \$40,500,000 for agricultural machinery and tractors have been placed in the last two months in the United States for the soviet and collective farms, announces the Amtorg Trading Corporation, the soviet commercial agency in America.

Most of the machinery is tractors, 12 per cent combines and the remainder for spare parts, being the largest order for farm machinery ever placed for export in a corresponding period of time.

"While in 1929 the U. S. S. R. was third in imports of American farm machinery, and in the first few months of the current year first, the continued expansion of state and collective farms makes the soviet union an even greater market for agricultural machinery and equipment," the Amtorg announcement declared.

### Russia to Increase Grain Production

Thos. A. Campbell, agricultural expert on farming in a big way, on his recent return from Russia, said, "Make no mistake about it, in three years Russia will be the biggest wheat exporting country in the world." Mr. Campbell has been engaged by the soviet to direct production on its farms.

The soviet plan provides for increasing wheat production from 75,000,000 tons in 1928 to 100,000,000 tons in 1933, and the amount of marketable grain from 8,000,000 to 20,000,000 tons.

In June there was opened at Stalingrad a plant built and financed by Americans to produce 50,000 tractors a year.

Earl S. Haines has been chosen executive secretary of the National Cottonseed Products association and his headquarters will be at Memphis. Geo. H. Bennett was re-elected treasurer and his office will remain at Dallas, Texas.

Prof. Peter A. Kozmin, editor of the *Soviet Miller* of Moscow, heads a commission which he said will study American milling conditions and the manufacture of flour, latest developments in mill machinery, mill and elevator building and baking appliances. During the current year, he said, the soviet government has completed two tractor plants, in Leningrad and Stalingrad, which will produce 70,000 tractors annually. Two other plants, at Kharkov and Cheliabinsk, will be built in a year or two, to produce 100,000 tractors; as well as two factories to produce 50,000 combine harvesters yearly.



Present Method of Unloading Grain from River Barges at Cherson, Russia. [See pages 236, 233 and 239.]



## Letters from the Trade

[The grain dealers' forum for the discussion of grain trade problems, practices and needed reforms or improvements. When you have anything to say of interest to members of the grain trade, send it to the Journal for publication.]

### Government Boards are Money Losers

*Grain Dealers Journal:* I read that the Shipping Board has cost the country thus far \$3,683,569,000. It seems that it is like Hoover's grain board—a first-class money loser.—J. D. McClean, Peoria, Ill.

### Farmers Dissatisfied With Farm Board

*Grain Dealers Journal:* The country elevator man has certainly had a tough row to hoe, and it is our belief that this condition can not continue much longer.

The farmers are dissatisfied and there is no pleasure or profit in our business under the present conditions. We hear that pool agents are now at work trying to sign the best wheat growers for the pool.—Stafford & Murray, Muncie, Ind.

### Farm Board Making Loafers

*Grain Dealers Journal:* The Farm Board is making more loafers. Not only has it failed to help the wheat grower and wasted a lot of the taxpayer's money; but it is now acknowledging failure and advising the farmer that relief must depend on him.

After all the brave promises of relief and the high hopes dashed and broken some of these farmers are in dumb despair just groping about ready to accept some other political panacea.

The constant lure of legislative cure and governmental help is robbing a certain class of farmers of their vigor and independence. This constant loss of morale is the big harm to agriculture. The finest way in the world to rob a man of what little guts he may have is to make him think he is the under dog and that if some great big brother does not come to his rescue there is no hope.—E. C. Eikenberry, Camden, O.

### Elevator Fumigator is a Check Swindler

*Grain Dealers Journal:* We are desirous of apprehending a man by the name of F. L. Pugh, who has traveled in Oklahoma, Kansas, Colorado and other western states, representing himself to be an elevator fumigator.

He will call on the elevator man in regard to his line of work and make himself acquainted. Sometimes he is given the job, but more often he will get to the dealer's blank check book and steal several checks that he will cash by forging the manager's name and going to nearby towns. He has pulled this game on no less than a dozen elevator men in Northern Colorado during the past year.

We hold a criminal capias for his arrest and will extradite from anywhere.

He uses as aliases the following names: C. W. Pugh, C. P. Price, H. C. Pugh, W. J. Myres, W. B. Johnson, Ray R. Hughes, C. H. Hughes and many others. He purchased license plates for a Dodge sedan June 11 and gave his address as Holton, Kan., and his name as F. L. Pugh. Age 35, height 5 ft., 7 ins., weight 145 to 155 lbs., light complexion, grey eyes, hair light brown.

Any information in regard to the man in

question should be wired to our office immediately, collect.—B. E. Robinson, sheriff of Weld County, Greeley, Colo.

### Farm Relievers Losing Ground

*Grain Dealers Journal:* Messrs. Legge and Hyde made two addresses in the state of Kansas within the past three weeks, and attempted to convince those in attendance that the only solution to the problem was to reduce the acreage.

Since that time, the S. F. and R. I. have operated a train covering points in the wheat belt, and at one of the points that they passed thru, where there was about 200 farmers in attendance, one of the professors of the Agricultural College asked for an expression from those present as to whether they favored a reduction in wheat acreage. He asked all those who did, and only two of the 200 raised their hands.

Let them play their game to a finish, as they will, and the result will be at the next session of the Congress that the bill introduced by the congressman from Missouri to repeal the act, will meet with the approval of a large proportion of the western congressmen.

I was in Iowa, Mason City, Mr. Haugen's home, the day the statement appeared in the press that Mr. Legge had classified the politicians as the worst pest the farmer had to contend with. A short article appeared in the Minneapolis papers quoting Mr. Haugen as stating that Mr. Legge had failed to make good as chairman of the Farm Board, and he was in favor of the repeal of the Farm Board Act at the next session of the Congress to put over the McNary-Haugen bill.

The merchants throughout the Southwest who were inclined to give the plan a trial, are now opposed to it.—E. J. Smiley, sec'y Kansas Grain Dealers' Ass'n, Topeka, Kans.

### Southwest Wheat of High Quality

*Grain Dealers Journal:* We had a very high quality crop of wheat in the southwest, especially in the southwestern part of Kansas and Oklahoma. The early receipts were all dry and of very heavy test weight. It was thought early that the low price of wheat would curtail the movement considerably, but during the month of July this market received a total of 22,797 cars as against 25,511 last year. Of the wheat arrivals during July 93.8% were of grades 1, 2 and 3, whereas last year only 83.5% were of the three milling grades.

Practically all of the wheat is graded on the test weight, as the crop was very dry and the only other grading factor was that of foreign material, which in the southwest consists almost entirely of a mixture of rye. There was quite a little of this rye mixed wheat during the first half of July but since the wheat has been coming in from eastern Colorado and northwestern Kansas and Nebraska, the percentage of rye mixed wheat is much lower. On the early movement from July 1st to the 15th, out of 6,029 cars, 755 of them were graded down on a mixture of rye, whereas during the first 14 days of August, out of a total of 2,500 cars, only 137 were graded down on rye.

The wheat this year is much higher in protein than last year. In July of this year our laboratory at Kansas City analyzed 13,732 samples with an average protein content of 12.61. Last year during the same period we analyzed 17,119 samples with an average protein of only 12.02%.

The early movement from southwestern Kansas was practically free from smut but as the movement began to come in from the northwestern part of the state and Colorado we noticed that the amount of smutty wheat materially increased with a total number of smutty cars this year of 3,359 during the month of July, compared with 3,095 cars in July, 1929.—T. B. Armstrong, first assistant inspector, Kansas State Grain Inspection Department, Kansas City, Mo.

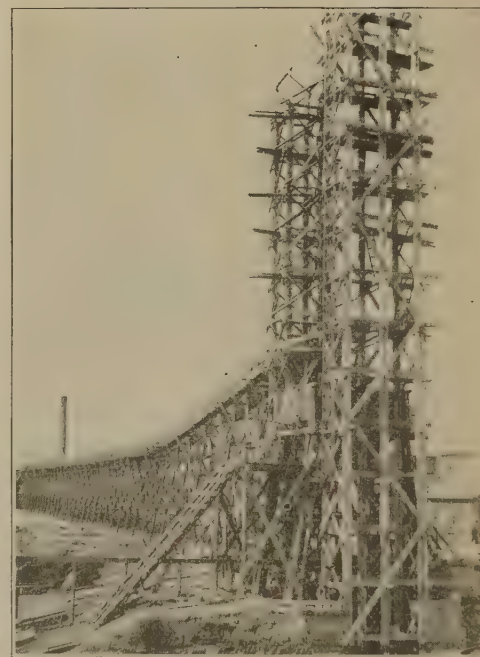
### Favorable Corn Sugar Ruling Would Help Cash Corn Market

*Grain Dealers Journal:* A greatly increased cash market for corn every year may be anticipated if a favorable decision is rendered by Secretary of Agriculture Hyde on a proposal now before him to modify a ruling governing the use of corn sugar in certain food products.

Under existing definitions, refined corn sugar may be used in confectionery, ice cream and bakery products without special label mention, and enormous amounts are being used every year by these food manufacturers. But the definitions of certain food products such as sweet pickles, catsup, canned fruits and vegetables and preserved fruit, and also carbonated beverages such as ginger ale, will not permit the use of refined corn sugar in their preparation without so mentioning on the label, and Secretary Hyde has been asked to modify this.

Advocates of the proposal at the hearings claimed that the public will not purchase food products freely which mention the use of refined corn sugar on the label, because it has been taught to believe that mention of a particular ingredient implies that the foods are inferior or adulterated. They cited as proof that over 130,000,000 pounds of refined corn sugar was used last year by manufacturers of confectionery, ice cream and bakery products which require no label mention, while practically none was used in the preparation of other foods in which the noting of refined corn sugar is required. This, they said, means that the present definitions, by preventing food manufacturers from exercising a choice, are standing in the way of a greatly increased use of refined corn sugar, and hence the consumption of corn.

The manufacturers of corn products are



Sand, Gravel Conveyor and Concrete Hoist Towers for Grain Elevator at Cherson, Russia. [See pages 236-237-239.]



now using 86,000,000 bus. of corn a year or about a third of the corn coming to the markets, and it was estimated at the hearings that consumption would be increased anywhere from 20,000,000 to 40,000,000 bus. a year if these discriminatory restrictions were removed.—Jay Chapin, sec'y Associated Corn Products Manufacturers, Chicago, Ill.

### A Record Breaking Carload

*Grain Dealers Journal:* We today, Aug. 25, unloaded GN 39225, oats, consigned Getchell Tanton Co. on this market, that was purchased by us and unloaded at Victoria elevator "R", the official weight thereon being 4582:16 bushels of oats that inspected No. 3 white, 37½ lbs. test.

We have unloaded a great many cars that we thought heavily loaded, but this far exceeded any record of which we had knowledge.—Victoria Elevator Co., by H. J. Hall, Minneapolis, Minn.

### Rate Increase Unfair to Iowa

*Grain Dealers Journal:* As I view it Chicago gets the bad break as far as Iowa is concerned under the new grain rates scheduled to go into effect Oct. 1.

For instance, the rate from Fort Dodge to Chicago is increased from 19 to 21 cents; Marshalltown from 17½ to 18 cents; Spencer from 20½ to 23 cents. The only rate reductions to Chicago are from eastern Iowa. These rates of course will not do us much good.

What is said about Chicago applies to St. Louis as well. Looks to me like the farmers should get stirred up about this because the rates to the principal markets have been substantially increased.

These Iowa senators certainly were asleep at the switch because Iowa doesn't get a fair break. Take Chicago, for instance, which is the price-making center for grain—they are practically left out of the picture. Unless we can get a sufficient number of protests against this rate increase, it will go into effect, so I think it would be a good plan to get the farmers after the senators and ask them to protest against the increase in rates to Chicago and St. Louis.—B. F. Bywaters, Chicago, Ill.

### Grain Dealer Must Be On His Toes

*Grain Dealers Journal:* This country grain business is changing and the man who is going to make a success of it and reap the pot of gold at the end of the rainbow has got to keep both eyes wide open and both ears tuned up to keep a step ahead of his competition. There is no room for folks who rest on their laurels.

Only five years ago there were very few of the elevators that had radios and took down the markets over them. Today it is difficult to find a radio-less country elevator. Only five years ago there were very few country elevators in the wheat sections that had capacity for more than 40,000 or 50,000 bus. Today 40,000 and 50,000 bu. elevators are common and there are a goodly number that have capacity for from 100,000 to 500,000 bus.

A few years ago a double driveway with two sets of trucklifts was an oddity. Today we pay no more attention to one than we do to the jack-rabbits out on the prairies. A few years ago operating an elevator was a dirty, dusty job; but modern dust collecting machinery is rapidly making a white-collar job out of it.

Changes have brought increased costs, but they have also brought increased efficiency that pleases the farmers. The stubborn individual who will not change his ways of doing business to meet modern conditions, and improve his house so it is at least the equal of his competitors, will soon be relegated to the list of has-beens.—B. V. D.

### Canadian Pool On Rocky Road

A 3-day session of the Central Selling Agency of the Canadian Wheat Pool broke up Aug. 18 and members left Winnipeg for their homes with nothing settled apparently as to what the pool payments would be.

The basic price of 70c a bushel for No. 1 northern wheat at Fort William recently announced may have to be abandoned on account of the bankers' demand for protection.

It is said that one of the offers made by banks was that they would extend credit on the new crop to the pool if it would limit its basic price at Fort William to 50c rather than 70c a bushel on No. 1 northern. It is said that such a proposition would mean only an initial payment of 30c a bushel to pool members at the most distant rate points. This offer is said to have involved no hedging, and it was said to have been supplemented by a proposal to lend without guaranties on the basis of 60c on No. 1 northern at Fort William provided the grain is hedged.

That the banks asked provincial government guaranties on loans at 60c on No. 1 northern, Fort William, without hedging was also reported.

The pool conference at Winnipeg followed conferences with the government at Ottawa and with bankers at Toronto.

Premier R. B. Bennett had announced Aug. 12 to the banks, the pool officials and the three western provinces that he would not guarantee the banks against loss if they advanced the pool the necessary funds to finance the buying of 1930 crop wheat from members. The banks have declined to date to advance the money and the three western provinces have their worries in financing last year's crop, a good portion of which is still unsold and lying in store houses.

Finally on Aug. 25 the Pool accepted the bankers' ultimatum and Pres. A. J. MacPhail announced that the initial payment on the 1930 wheat crop will be 60 cents a bushel. Last year it was \$1.00.

The pool will also pay on coarse grains as follows: Barley, 25 cents a bushel; oats, 30 cents; rye, 35 cents, and flax, \$1.25.

A new deal must be made if there is to be a provincial guaranty, as under the guaranty law of Mar. 12, 1930, it expires Aug. 1, 1930. The guaranty reads as follows:

Form of guaranty to be given by the Government of Manitoba to each bank mentioned in this Act.

In consideration of advances heretofore made, or which may or shall be made before the first day of August next by the Bank of (hereinafter called the Bank) to the Canadian Co-operative Wheat Producers, Limited, (hereinafter called the Corporation) and of the Bank not

insisting within that time upon the Corporation maintaining in the hands of the Bank security on grain to the value, at market prices, of fifteen per cent or any part thereof in excess of the indebtedness, including interest, from time to time owing to the Bank by the Corporation in respect of such advances, the Government of the Province of Manitoba (hereinafter called the Government) hereby guarantees repayment to the Bank of all such past and future advances, including interest; provided, however, that the liability of the Government hereunder shall be limited in amount to such sum as shall bear the same ratio to the amount of the ultimate balance owing by the Corporation to the Bank as the total quantity of grain delivered to the Corporation by the Manitoba Wheat Pool between the first day of August, 1929, and the first day of August, 1930, bears to the total quantity of grain delivered to the Corporation during said period by Saskatchewan Co-operative Wheat Producers, Limited, the Alberta Wheat Pool and the Manitoba Wheat Pool, such quantities of grain to be shown by statements to be furnished to the Bank and the Government by the Corporation on request and such statements to be binding upon both the Government and the Bank. The ultimate balance owing by the Corporation to the Bank is to be ascertained when the total quantity of grain upon which advances have been made, has been sold.

The Government agrees with the Bank that the giving of time for payment or other indulgence to the Corporation shall not affect or prejudice the rights of the bank under this guaranty, nor shall this guaranty affect or prejudice the rights of the bank as between it and the Corporation except as the same may be hereby modified.

It is also a condition of this guaranty that the Bank will not sell or cause to be sold any of the grain covered by its securities without giving four clear days' notice to the Government and in any event not before the first day of November, 1930.

### Officers Northwest Grain Dealers Ass'n

At its annual meeting at Winnipeg, Man., Aug. 19, the Northwest Grain Dealers Ass'n elected the following officers for the ensuing year:

Pres., R. G. Beattie; vice-pres., C. H. Forsyth. Directors, D. N. Potter, G. A. Lawrence, J. F. Cruickshanks, R. Stewart, C. I. Hall, F. Copeland, F. S. Meyers. J. A. Fraser was re-elected manager.

**Sending wheat to China** for famine relief is not contemplated by the Federal Farm Board, says Chairman Legge.

**Dry weather** is very hard on the corn borer, and it will be interesting to observe how the progress of the insect thru Indiana has been arrested by the drought.

**Corn borer guards** are not permitting any corn to be shipped out of Monroe, Van Buren and Boone townships in the north end of Madison County, Ind. Scattered over Indiana are 255 borer infected townships.



Steel Reinforcement Rods Accurately Spaced for Concrete Foundation of Grain Elevator at Cherson, Russia. [See pages 236, 237 and 238.]



# Grain Market Factors

## World's Wheat Exports

The total export of wheat since Aug. 1, the commencement of the European crop year, compared with the same period in the two preceding years (Broomhall):

	1930-31	1929-30	1928-29
American .....	39,123,000	26,125,000	44,697,000
Argentine .....	3,477,000	21,096,000	6,069,000
Australian .....	5,432,000	5,032,000	4,864,000
Indian .....	2,376,000	56,000	224,000
Russian .....	4,304,000		
Others .....	4,558,000	3,188,000	4,592,000
Total .....	59,270,000	55,497,000	60,446,000
Season .....		610,452,000	914,862,000

## World's Corn Exports

Total world exports of corn, since Nov. 1, 1929, compared with the same period in the preceding two years (Broomhall):

	1929-30	1928-29	1927-28
American .....	2,316,000	31,390,000	16,367,000
Argentine .....	127,667,000	165,020,000	216,508,000
African .....	13,271,000	12,033,000	11,150,000
Russian .....	1,123,000	8,000	680,000
Others .....	56,103,000	8,793,000	28,459,000
Total .....	200,480,000	217,244,000	273,164,000
Season .....		270,604,000	340,528,000

## World's Oats Exports

World exports of oats, since Aug. 1, 1930, compared with the same period in the two preceding years (Broomhall):

	1930-31	1929-30	1928-29
American .....	310,000	2,023,000	1,888,000
Argentine .....	2,039,000	662,000	83,000
Others .....	1,160,000	1,108,000	310,000
Total .....	3,509,000	3,793,000	2,281,000
Season .....		66,297,000	62,908,000

## Wheat Stocks and Consumption

The consumption of wheat indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

	1930-1931	1929-1930	1928-1929
Stocks on July 1..	88,911,000	86,055,000	33,765,000
Receipts to Aug. 23.	171,881,000	182,040,000	143,914,000
Shipments to Aug. 23.	84,044,000	90,673,000	70,970,000
Stocks on Aug. 23.	137,032,000	146,339,000	69,626,000
Consumption to July 1 to Aug. 23....	39,716,000	31,083,000	37,083,000

## Corn Stocks and Consumption

The consumption of corn indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

	1929-1930	1928-1929	1927-1928
Stocks on Nov. 1..	1,599,000	1,052,000	18,088,000
Receipts Nov. 1 to Aug. 23 .....	218,764,000	245,713,000	279,753,000
Shipments Nov. 1 to Aug. 23....	140,346,000	154,220,000	185,010,000
Stocks on Aug. 23.	1,638,000	2,684,000	9,514,000
Consumption Nov. 1 to Aug. 23....	78,379,000	89,861,000	103,317,000

## Oats Stocks and Consumption

The consumption of oats indicated by the stocks, receipts and shipments in the 14 leading primary markets of the U. S. A. for the last three crop years:

	1930-1931	1929-1930	1928-1929
Stocks on Aug. 1..	5,259,000	5,643,000	1,148,000
Receipts Aug. 1 to Aug. 23 .....	24,352,000	31,475,000	24,076,000
Shipments Aug. 1 to Aug. 23....	9,525,000	12,229,000	8,770,000
Stocks on Aug. 23.	17,773,000	15,252,000	7,920,000
Consumption Aug. 1 to Aug. 23....	2,313,000	9,637,000	8,534,000

## Total Wheat Visible

The combined aggregate wheat visible supply statistics in bushels, as compiled in Bradstreet's:

	1930— week ending	U. S., East of Rockies	U. S., Pacific Coast	Total U. S.
May 31.....	119,682,000	3,353,000	123,035,000	
June 7.....	117,428,000	3,453,000	120,881,000	
June 14.....	115,190,000	3,543,000	118,733,000	
June 21.....	112,207,000	3,283,000	115,490,000	
June 28.....	109,985,000	2,770,000	112,755,000	
July 5.....	113,897,000	2,916,000	116,813,000	
July 12.....	120,334,000	2,835,000	123,169,000	
July 19.....	129,290,000	2,865,000	132,155,000	
July 26.....	145,361,000	2,928,000	148,289,000	
Aug. 2.....	161,666,000	3,950,000	165,616,000	
Aug. 9.....	171,784,000	4,536,000	176,320,000	
Aug. 16.....	181,004,000	4,979,000	185,983,000	

	1930— week ending	Canada	Total U. S. and Canada, both Coasts	U. K. 2 and afloat (Broomhall)
May 31.....	147,801,000		270,836,000	43,800,000
June 7.....	142,931,000		263,812,000	42,600,000
June 14.....	139,155,000		257,888,000	43,300,000
June 21.....	135,019,000		250,509,000	42,000,000
June 28.....	132,187,000		244,942,000	43,800,000
July 5.....	126,995,000		243,808,000	44,700,000
July 12.....	120,821,000		243,990,000	46,800,000
July 19.....	116,709,000		248,864,000	46,400,000
July 26.....	110,297,000		258,586,000	46,500,000
Aug. 2.....	106,544,000		272,160,000	46,000,000
Aug. 9.....	98,740,000		275,060,000	48,700,000
Aug. 16.....	95,396,000		281,379,000	50,000,000

Total American, Canadian, afloat and British visible supply:

	1930—	July 12.....	290,790,000
May 31.....	314,636,000	July 19.....	295,264,000
June 7.....	306,412,000	July 26.....	305,086,000
June 14.....	301,188,000	Aug. 2.....	318,160,000
June 21.....	292,509,000	Aug. 9.....	323,760,000
June 28.....	288,742,000	Aug. 16.....	331,379,000
July 5.....	288,508,000		

## Chicago Grain Stocks

Wheat stocks in all positions in Chicago increased 249,000 bu. last week; corn, 88,000 bu.; oats, 1,022,000 bu. and barley, 4,000 bu. Rye decreased 112,000 bu. Details follow (last three ciphers omitted except in the totals):

	Public	Private	*Total	Last Yr.
Wheat .....	10,188	11,388	22,409,000	27,624,000
Corn .....	188	369	557,000	999,000
Oats .....	910	5,403	6,313,000	5,432,000
Rye .....	3,997	1,740	5,737,000	2,883,000
Barley .....	5	139	144,000	947,000

\*Includes 883,000 bu. wheat afloat.

## Visible Supply of Grain

Following is the visible supply of wheat, corn and oats in public and private warehouses at principal points of accumulation at lake and seaboard ports and in transit by water, on the dates named, as compiled by secretary of the Chicago Board of Trade.

	1930	1929	1928	1927
Apr. 12..	143,519,000	121,250,000	65,151,000	46,012,000
Apr. 19..	139,594,000	118,246,000	63,620,000	41,977,000
Apr. 26..	136,190,000	114,787,000	61,697,000	38,295,000
May 3..	132,858,000	112,684,000	59,476,000	34,768,000
May 10..	126,310,000	108,453,000	57,269,000	31,751,000
May 17..	122,246,000	103,326,000	54,093,000	30,271,000
May 24..	118,435,000	98,393,000	50,616,000	28,291,000
May 31..	116,846,000	96,427,000	48,627,000	27,222,000
June 7..	114,483,000	94,487,000	47,089,000	24,721,000
June 14..	112,335,000	93,430,000	43,770,000	22,774,000
June 21..	109,641,000	92,148,000	41,065,000	21,155,000
June 28..	107,475,000	92,707,000	38,922,000	22,107,000
July 5..	110,953,000	96,196,000	39,097,000	26,359,000
July 12..	116,797,000	102,341,000	40,515,000	26,590,000
July 19..	125,191,000	108,308,000	44,404,000	27,894,000
July 26..	139,694,000	120,220,000	53,396,000	33,645,000
Aug. 2..	155,194,000	137,387,000	62,316,000	43,547,000
Aug. 9..	165,501,000	156,013,000	72,055,000	51,386,000
Aug. 16..	174,020,000	169,368,000	79,065,000	55,190,000
Aug. 23..	182,275,000	176,827,000	84,140,000	57,863,000

	1930	1929	1928	1927
Apr. 12..	23,380,000	33,470,000	40,960,000	43,763,000
Apr. 19..	23,641,000	30,853,000	37,388,000	40,171,000
Apr. 26..	21,868,000	28,194,000	33,556,000	36,621,000
May 3..	19,986,000	25,687,000	31,315,000	34,850,000
May 10..	17,056,000	22,827,000	31,127,000	33,357,000
May 17..	13,984,000	19,481,000	28,131,000	31,622,000
May 24..	11,762,000	16,596,000	26,362,000	29,639,000
May 31..	10,825,000	14,259,000	25,496,000	29,961,000
June 7..	10,266,000	12,665,000	23,237,000	32,109,000
June 14..	9,510,000	11,628,000	20,324,000	32,953,000
June 21..	8,543,000	12,058,000	18,376,000	34,374,000
June 28..	6,825,000	13,054,000	16,008,000	34,427,000
July 5..	5,916,000	13,555,000	14,518,000	34,393,000
July 12..	4,344,000	13,749,000	12,411,000	32,867,000
July 19..	3,643,000	12,085,000	11,037,000	31,537,000
July 26..	3,365,000	10,403,000	11,941,000	30,205,000
Aug. 2..	3,656,000	8,751,000	13,267,000	28,162,000
Aug. 9..	3,046,000	8,285,000	13,432,000	26,025,000
Aug. 16..	2,653,000	7,105,000	12,483,000	24,009,000
Aug. 23..	3,287,000	5,799,000	10,228,000	23,406,000

	1930	1929	1928	1927
Apr. 12..	17,439,000	11,110,000	13,676,000	34,096,000
Apr. 19..	16,724,000	10,484,000	12,490,000	32,679,000
Apr. 26..	16,565,000	10,774,000	11,168,000	29,573,000
May 3..	16,242,000	10,276,000	9,919,000	26,447,000
May 10..	14,250,000	10,234,000	8,627,000	24,040,000
May 17..	13,012,000	9,393,000	7,683,000	22,493,000
May 24..	12,219,000	9,427,000	6,817,000	21,843,000
May 31..	12,652,000	9,280,000	7,086,000	20,502,000
June 7..	12,644,000	8,176,000	6,137,000	20,343,000
June 14..	12,490,000	7,905,000	5,159,000	18,498,000
June 21..	11,687,000	7,550,000	4,281,000	17,920,000
June 28..	10,875,000	7,430,000	3,225,000	17,790,000
July 5..	9,867,000	7,501,000	2,742,000	16,339,000
July 12..	8,894,000	7,133,000	2,504,000	14,966,000
July 19..	7,920,000	6,975,000	2,059,000	12,629,000
July 26..	6,925,000	7,403,000	1,843,000	12,081,000
Aug. 2..	8,467,000	7,626,000	2,377,000	11,585,000
Aug. 9..	12,393,000	10,275,000	2,042,000	11,541,000
Aug. 16..	16,223,000	13,049,000	6,656,000	14,436,000
Aug. 23..	19,679,000	19,060,000	10,964,000	17,315,000

## Daily Closing Prices

The daily closing prices for wheat, corn, oats, rye and barley, in cents per bushel for December delivery at the following markets for the past two weeks, have been as follows:

	Wheat												
	Aug. 13	Aug. 14	Aug. 15	Aug. 16	Aug. 18	Aug. 19	Aug. 20	Aug. 21	Aug. 22	Aug. 23	Aug. 25	Aug. 26	
Chicago .....	94½	95½	96¾	94¾	92	91¾	93¾	93	93½	94½	94	92¾	
Winnipeg .....	94¾	95½	97¾	95¾	92¾	92¾	94¾	93¾	93¾	94½	93	91¾	
Liverpool .....	109¾	107½	106¾	107½	104¾	105½	105¾	106	104¾	105½	105¾	104¾	
Kansas City .....	87¾	88¾	89¾	88	85½	85¾	87¾	86¾	86¾	87¾	87¾	85¾	
Minneapolis .....	91½	92¾	94¾	91¾	89¾	89¾	91¾	91¾	91¾	92¾	91¾	89¾	
Duluth, durum .....	83¾	84¾	85	82¾	82¾	83¾	84¾	83¾	84¾	85¾	84¾	83¾	
St. Louis .....	93	94¾	95½	93¾	90¾	90¾	92¾	91¾	92	93¾	92¾	.....	
Milwaukee .....	94½	95½	96¾	94¾	92	91¾	93¾	93¾	93¾	94½	94½	.....	
	Corn												
Chicago .....	91¾	91¾	94½	92¾	90	89½	91½	92½	92¾	93¾	93¾	92¾	
Kansas City .....	87¾	87¾	90½	89	86¾	85¾	87½	88½	88¾	89¾	89	88¾	
St. Louis .....	91½	91¾	94¾	93	90	88¾	91	91½	91¾	92½	92¾	.....	
Milwaukee .....	91½	91½	94½	93	90¾	89½	91½	92	92½	93¾	93¾	.....	
	Oats												
Chicago .....	42¼	42¾	44	43¼	41½	41½	42¾	43¾	44½	45	44¾	44½	
Winnipeg .....	40¾	41	41¾	40	37¾	38	39¾	40¾	41¾	41¾	40¾	39¾	
Minneapolis .....	38½	38¾	40½	39¾	37¾	37¾	38¾	39¾	40¾	41½	40¾	40¾	
Milwaukee .....	42¾	42¾	44	43¾	41¾	41	42¾	43¾	44½	45	44¾	.....	
	Rye												
Chicago .....	64½	64¾	66½	64¾	60¾	60¾	62¾	63	65	67¾	67¾	65½	
Winnipeg .....	58	58¾	59¾	59	56¾	56¾	57¾	58¾	59½	61¾	59¾	58¾	
Minneapolis .....	61½	61¾	63¾	60	58½	57¾	60¾	60¾	61½	64¾	64	62¾	
Duluth .....	60	61¾	62¾	61¾	57¾	57¾	59¾	60	61	65	64	62¾	
	Barley												
Minneapolis .....	55½	55¾	58½	57¾	53¾	52¾	54½	54¾	55¾	55¾	54¾	54¾	
Winnipeg .....	40¾	41¾	42¾	41¾	40¾	40¾	41¾	43¾	43¾	43¾	42	40¾	



## Contract Grain Stocks in Chicago

Contract stocks of wheat in public elevators in Chicago decreased 1,000 bu. for the week and corn increased 57,000 bu. Details follow:

	Week	Last Wk.	Last Yr.
Wheat .....	9,797,000	9,798,000	14,587,000
Corn .....	188,000	131,000	240,000
Oats .....	910,000	835,000	174,000
Rye .....	3,995,000	3,989,000	1,397,000

## U. S. Grains in Canada

The Canadian Bureau of Statistics reports the following amount of U. S. grain in store on Aug. 15, 1930, and the corresponding weeks in 1929 and 1928:

	Aug. 15, 1930	Aug. 16, 1929	Aug. 17, 1928
Wheat .....	3,849,945	2,007,187	2,141,967
Oats .....	1,839,620	523,669	4,115
Barley .....	615,060	234,603	25,038
Rye .....	3,431,647	1,184,052	227,561
Corn .....	432,994	453,906	427,234
Total .....	10,169,266	4,403,417	2,825,915

## Canadian Grain in U. S.

The following table exhibits the quantities of bonded grain stored in the United States reported last week compared with the same week one and two years ago.

	Aug. 23, 1930	Aug. 24, 1929	Aug. 25, 1928
Wheat .....	12,254,000	22,128,000	7,574,000
Oats .....	238,000	341,000	44,000
Rye .....	171,000	429,000	217,000
Barley .....	1,404,000	1,892,000	454,000

## Unusual Features of Kellogg Terminal Elevator at Denver

[Continued from page 245.]

The one on the latter machine is operated by a belt from the machine. The one that serves the corn cracker is run by a belt from the Eureka Cleaner and Separator, which makes seven separations from the cutter, and is located in the cupola. This machine is run by a 10-h.p. motor.

A man-lift in this house provides easy passage between the work floor and the cupola. Also on the work floor is a portable Richardson Automatic Sacking Scale with capacity for 100 lbs., and an American Percentage Feeder that controls the mix from the various bins feeding into the hammer mill.

On the north side of grinding plant is a 2-room 4,000 sq. ft. iron-clad warehouse, 90x36 ft., with two doors on the track-side and two loading platforms. Under the far end of the warehouse is a sack room and a half-ton elevator operates between this basement room and the warehouse floor.

The warehouse foundation walls are extended several feet down to make a basement and a wide double door and ramp on the far end turns this basement into a garage with room for six cars.

The head office of the Kellogg Grain Co. is located at the plant, where a new structure was built for this purpose. It is a 5-room and fire-proof vault, single-story building. In its basement is a hot water heating system. The room walls and ceilings are Masonite lined to insulate against heat and cold. A 10-ton truck scale is provided for local business.

For so complicated a structure this combination terminal elevator, country elevator and grinding plant of the Kellogg Grain Co. is a model of efficiency, remarkably well-built for long years of service.

"We think," writes O. M. Kellogg, president of the company, "this is one of the most rapid small houses we have seen. Each machine is electrically driven by separate motors."

## Corn Prices

In 1901, when this country only had a crop of 1,522,520,000 bushels of corn, the cash price reached a maximum for the year, in December, when it went to 66 $\frac{3}{4}$  cents, and the highest price the following year was but 88 cents, touched in July.

The smallest crop grown since 1901 was produced in 1924, when the total was 2,312,745,000 bushels. During that year the peak price, \$1.35 $\frac{1}{2}$  was also reached in December and during the following year the top price \$1.34 $\frac{1}{2}$  was touched in January. In 1924, the dollar mark was passed in June and it remained above that figure except for a brief time during July, 1924, until the following August.

## Where Is Common Sense?

It is reported that it has been called to the attention of the Federal Farm Board that Englishmen and Canadians are allowed to sell futures in the Chicago market, thus depressing prices, whereas the United States is trying to keep up its prices by very high import duties.

Somebody should now call the attention of the Board to the fact that Englishmen and Canadians are equally free to buy in Chicago, and do equally buy there, thus helping to sustain basic prices in that market. There is no subject on which it is so hard to get simple common sense into people's heads as grain futures trading.

If the United States does not want to have within its borders one of the world's principal clearing-houses for prices, Winnipeg and Liverpool, with some help from Buenos Aires, will take over the full performance of this function and the United States will continue to be subject to the world price just as it is today.—*Grain Trade News*, Winnipeg.

## World Agricultural Census

The world census of agriculture, plans for which have been in the making for several years, is now being taken and some of the figures will soon be available. It will be months, however, before all of the facts that are desired can be secured and it will doubtless be late in 1933 before final reports are ready.

This work is being done under the auspices of the Institute of Agriculture, at Rome, and the director of this census is Dr. Leon M. Estabrook of the U. S. D. A., who was loaned to the Institute for this specific purpose. When the work is completed, comparable statistical data for practically the entire civilized world will be available.

When the work is completed it will be possible, for the first time, to secure a fairly accurate picture of world agricultural production. This is especially important in regard to livestock, the numbers of which change greatly from year to year. It is obviously impracticable to compare the livestock figures for the United States in 1925, for instance, with those of Argentina in 1914, but that is what statisticians in the past have been doing because there were available no figures for comparative purposes.

This remarkable counting of heads of all the live stock of the world and the totaling of all the bushels of grain and barrels of potatoes will mean millions of dollars in the pockets of those who deal in such commodities.

In addition to serving as a guide to all public agencies engaged in encouraging the production of food and raw materials, the census and statistical data will give information concerning the supply and demand for food, clothing and many raw materials.

## Grain Movement

Reports on the movement of grain from farm to country elevator and movement from interior points are always welcome.

Portland, Ore., Aug. 16.—Storage space in Portland is now comfortably filled and with the small amount in sight for shipment during the next few months congestion is a constant menace.—Portland Grain Exchange.

A moratorium to avert the wholesale foreclosure of farm mortgages is proposed by Senator Joe T. Robinson of Arkansas, on account of the drouth.

A law to protect Estonian grain from foreign competition was recently approved by the cabinet. It will give the Government exclusive rights to import grain from abroad or, if desired, to issue licenses to private firms for this purpose, providing firms receiving licenses must buy a certain amount of Estonian grain, the actual amount to be fixed by the Government. Prices will be controlled and fixed by the Government each fall after the crops have been harvested.

## Operation of Hungarian Grain Export Law

On July 16, the law governing the sale and exportation of wheat went into effect in Hungary. According to this law wheat, rye and their mixture shall in the future be purchased against a ticket, consisting of two parts, the main part or warrant, and a coupon, termed "boletta." These tickets may be purchased at post-offices and from the municipal authorities and must be obtained by any one desiring to buy the above mentioned grains.

The price of the ticket shall correspond with the amount of grain to be purchased, for instance, to purchase 100 kilograms (3.674 bus.), a ticket worth three pengos (\$0.525) must be obtained. The coupon of the ticket must be given to the producer selling the grain, so that he obtains besides the sale price, a coupon worth three pengos for every quintal.

The producer may use this coupon, in the first place to pay his taxes. The municipal authorities are instructed to accept these coupons in the place of cash for the payment of taxes, and also to refund, in cash, the price of all coupons in excess of the taxes owed by the producer as of December 30, 1930. The producer is not allowed to sell, or give away the coupons, the law's intention being that they be used for tax payment, and that the producer benefit by any amount in excess.

Whoever purchases wheat, rye, or their mixture, keeps the main part of the ticket, having handed over the coupons to the selling producer. The ticket accompanies the grain through all changes of owners; when a dealer sells grain, he gives the corresponding amount of warrants with it. These accompany the grain until it reaches either a mill, or a frontier station, to be exported. In the former case, the warrants are collected by the mill, which will add their price to that of the flour. The flour is no more accompanied by a ticket; on the other hand, the mill is not allowed to accept any grain not accompanied by a ticket, except grain for household and feeding purposes. In case the grain is exported, the price of the warrant is refunded to the exporter.



# Soil and Crop Conditions

REPORTS from Journal crop correspondents indicate that while good showers have fallen over practically all sections of the corn belt states during the past couple of weeks, the amount of moisture has been relatively small and the soil is as a rule too dry for fall plowing. Illinois reports indicate a range of from 5 to 100 per cent of the plowing as having been finished; Indiana, from 0 to 75; Iowa, from 0 to 25; Kansas, from 25 to 100; Minnesota, from 0 to 10; Missouri, from 0 to 65; Montana, from 0 to 10; Nebraska, from 0 to 90; No. Dakota, from 0 to 25; Ohio, from 10 to 100; Oklahoma, from 0 to 75, and So. Dakota, from 10 to 30 per cent.

In each one of the states except North Dakota there was a fair number of favorable moisture and soil reports, and, strange as it may seem in this dry summer, there were some reports from both Missouri and Nebraska where it was too wet. The following table shows, by percentages, the reports indicating "favorable," "too wet," and "too dry" soil conditions:

	Fav.	Too Wet	Too Dry
Illinois .....	9	..	91
Indiana .....	43	..	57
Iowa .....	47	..	53
Kansas .....	66	..	34
Minnesota .....	10	..	90
Missouri .....	57	14	29
Montana .....	20	..	80
Nebraska .....	60	20	20
No. Dakota .....	..	..	100
Ohio .....	13	..	87
Oklahoma .....	20	..	80
So. Dakota .....	63	..	37

**WINTER WHEAT:** In many sections of the country the acreage planted to winter wheat will depend altogether upon the amount of rainfall during the next two or three weeks. In other sections, low wheat prices and indications of a short corn crop are going to cause some shift from wheat to feed grains. In many sections, however, the acreage will be about the same as it was last fall, while in some parts of every one of the winter wheat states, an increase in the acreage is in prospect. The following table shows by percentages, the reports indicating a "greater," a "normal" and a "less" winter wheat acreage:

	Greater	Normal	Less
Illinois .....	12	46	42
Indiana .....	..	56	44
Iowa .....	10	50	40
Kansas .....	25	40	35
Minnesota .....	14	29	57
Missouri .....	34	37	29
Montana .....	..	60	40
Nebraska .....	7	50	43
Ohio .....	24	30	46
Oklahoma .....	11	14	75

The reported percentages of change from the normal acreage range all the way from 5 to 50 per cent and where reductions are in prospect, percentages ranging from 15 to 50 indicate that local conditions and not the appeals of the Farm Board are responsible.

**CORN:** Apparently the Journal crop correspondents are more pessimistic on the outlook for corn than were the men who are reporting to the U. S. D. A., or conditions must have changed for the worse, in the meantime. In some sections of Illinois, Indiana, Iowa, Kansas and Nebraska prospects are for a 100 per cent or better crop, but state averages are all low, and in some of the states the crop is apparently almost a complete failure. State averages as indicated by our reports, are as follows: Illinois, 56; In-

diana, 76; Iowa, 61; Kansas, 40; Minnesota, 54; Missouri, 59; Nebraska, 68; Ohio, 60; Oklahoma, 40, and So. Dakota, 42 per cent of last year's outturn.

## Buckwheat Crop Report

The acreage, condition and prospective yield of buckwheat in the several states are reported by the U. S. Dept. of Agriculture, to be as follows:

State	Acreage 1930 Total 1,000 Acres	Condition Aug. 1 1930	Production (1,000 Bushels)	
			1929	1930 forecast from condition Aug. 1
Me. ....	12	91	364	294
Vt. ....	2	81	50	44
N. Y. ....	212	82	3,168	3,816
N. J. ....	2	81	36	39
Pa. ....	219	69	3,383	3,504
Ohio ....	30	62	673	420
Ind. ....	10	65	218	120
Ill. ....	4	75	75	52
Mich. ....	40	65	405	400
Wis. ....	21	78	304	304
Minn. ....	63	76	812	788
Iowa ....	8	75	96	88
Mo. ....	1	65	15	11
N. D. ....	5	50	30	45
S. D. ....	16	50	152	128
Nebr. ....	1	50	11	10
Del. ....	2	65	36	26
Md. ....	7	62	126	112
Va. ....	15	40	292	150
W. Va. ....	33	52	760	396
N. C. ....	8	70	220	120
Ky. ....	13	66	252	156
Tenn. ....	3	70	42	45
U. S. ....	727	71.7	11,520	11,068

## Bean Crop Report

Washington, D. C., Aug. 11.—The crop of 22,024,000 bushels of dry edible beans indicated on Aug. 1 is about a million bushels less than on July 1. A loss of about 2,000,000 bus. in Michigan and Montana, Idaho and Wyoming which produce mainly white beans, has been partly balanced by a gain of 600,000 bus. in Colorado and New Mexico producing mainly pinto beans, and about 500,000 bus. of various types in California. Altho since Aug. 1 prospects in Michigan and New York have declined, the indications at the close of the first week in August are still for a U. S. crop considerably greater than the 19,693,000 bus. produced in 1929 and much above the 5-year average production of 17,323,000 bus.

**Soybeans** showed a condition of 70.5 on Aug. 1, compared with 81.5 on July 1 and an Aug. 1 condition of 82.5 in 1929 and 82.0 for the ten years.

The soybean crop has suffered seriously from the July drought in practically all states except the Carolinas, Georgia and Louisiana. The loss in condition during July ranged from 1 point in North Carolina and 4 in Georgia and Iowa to 8 in Illinois, 10 to 16 in most of the remaining commercial states, up to 20 in Kentucky, 23 in Arkansas and 26 in Virginia. Up to Aug. 1 the reported damage to soybeans was much less than that to corn and pastures, but the reported figure of 70.5 is the lowest reported on Aug. 1 since the record was begun in 1916. The lowest previous figure being 78.6 in 1926.

**Velvet bean** condition is reported at 69.4 on Aug. 1 compared with 71.2 on July 1, this being less than the usual July decline. The present condition is far below the high figure of 81 reported last year and below the Aug. 1 average of 84.5 for the years 1924-1928.

Velvet beans being grown mainly in the southeast, which has been favored by July rains, and in the coastal belt further west, does not show the loss during the past month that has been suffered by other legume crops.

**The cowpea** condition of 63.2 on Aug. 1 is far below the previous low figure of 70.0 reported for that date in 1925. Condition Aug. 1 last year was 76.2, the 10-year average is 79.

Cowpea conditions average lowest, 45 in Arkansas, 48 in Virginia, 56 to 60 in Louisiana, Mississippi, Kentucky, Indiana and Ohio and 60 to 65 in Texas, Oklahoma, Missouri, Alabama and Tennessee. Conditions are above 70 in the Carolinas, Georgia and Florida.—U. S. Dept. of Agriculture.

## Crop Reports

Reports on the acreage, condition and yield of grain and field seeds, as well as on the movement to country markets, are always welcome.

Antelope, Mont., Aug. 13.—Crops are light again this year on account of being too dry. Wheat weighs up good, which helps.—Hoven Grain Co., Alf. Hoven.

Scotts, Mich., Aug. 19.—Elevators here report threshing returns 20 to 45 bus. per acre of wheat, some of the very prettiest wheat that has been threshed in years. New crop alsike clover seed just coming into the market.—White Bros.

Marshall County, Kan., Aug. 18.—The drouth was broken by repeated soaking rains in the last 10 days and grain men have revised corn crop estimates from 25 and 35% to 40 and 50% of normal.

Ft. Collins, Colo., Aug. 16.—Over five inches of rain in eight days has sprouted wheat in the shock around Fort Collins. From 70% to 80% of the wheat is still in the shock and damage will run from 10% upward, much of it 25% and 30%. Some wheat is still standing and this also is sprouting.—E. M.

Indianapolis, Ind., Aug. 20.—The week was considerably cooler over the entire state, averaging 3° below normal, and scattered rains afforded some relief from the drought. Plowing has begun over most of the state with conditions favorable in the north, but the subsoil in the southern counties is still dry and hard.—J. H. Armington, Senior Meteorologist, U. S. Dept. of Agriculture.

Oxford, Neb., Aug. 22.—Farmers thru this section are not worrying about drought and the need for relief. They are revelling in a good normal prospect for corn, with high prices and an early frost or hail the only things to prevent a good harvest. The hail season is pretty well over and the likelihood of an early frost is remote, since this section normally does not receive frosts until late.—E. M.

Marietta, Kan., Aug. 11.—Corn in this county, the farmer county of Kansas (Marshall) will not make over 8 or 10 bus. per acre. With local elevator paying 10 to 15 cents per bushel more for corn than for wheat the farmers are feeding worlds of wheat. Oats crop good here but changing hands among farmers at terminal market prices.—H. R. Howell, director Farmers Cooperative Grain Dealers Ass'n of Kansas.

Decatur, Ill., Aug. 23.—Most authorities now agree that central Illinois corn shows a marked improvement in condition since the extreme hot weather and drought conditions were relieved and our earlier prediction of as much as two-thirds of a normal crop now meets with more favor. This means a very spotted condition most everywhere, but the best corn is fast heading towards maturity and the fields of moderate prospects are using this temperate weather to repair a part of the damage done earlier in the season.—H. I. Baldwin & Co.

Springfield, Ill., Aug. 20.—Further deterioration of corn was stopped over most sections by a return to moderate temperature and by two periods of rather general showers. Some southwestern counties and spotted areas elsewhere received only light amounts of precipitation; the good amounts were received at many points, including the southeast where it has been very dry, nevertheless, the rains were insufficient to completely break the drought generally. Reports indicate late corn has been helped, but that appreciable improvement of early is doubtful. Pastures remain of little feed value. Fall plowing has begun where there is sufficient moisture. Some clover and soybeans are being cut.—W. F. Feldwish, Meteorologist, U. S. Dept. of Agriculture.



## Rumania Will Aid All Grain Exporters

A recent law authorizes the Rumanian Ministry of Industry and Commerce to establish a central office for the purpose of encouraging and organizing grain exports, the Department of Commerce is informed in a report from Sproull Fouché, American Commercial Attache in Bucharest. This office may include in addition to the co-operative agricultural syndicates and chambers of agriculture, any grain exporting firm.

According to the statement of Mr. V. Madgearu, Minister of Industry and Commerce, its aim is to ensure a direct co-operation between the government and the exporter in organizing the internal market with a view to more profitable exports by coordinating the activity of the various dealers.

## Latvia Fights U. S. Farm Board

Reports from Riga Aug. 20 are that the Latvian government has decreed that all millers must use 50 per cent of home grown grain in all flours. Every grain importer who secures a permit for 100 pounds of foreign grain must show a receipt for the purchase of 100 pounds of Latvian grain.

In former years not enough grain was produced for domestic consumption, but after the complete post-war readjustment and the importation of American harvesting machinery the Latvian crop was ample, the crops for the past two years having been good. Cheaper American grain crowded Latvian growers out of the market, as stated by Prime Minister Celminish. The new decree is intended to protect them from dumping of American wheat.

## France Acts Against Foreign Wheat

Durum wheat from Duluth, Minn., has gone abroad in large quantities in years past to the macaroni manufacturers of southern Europe, being considered equal to the Taganrog wheat from Russia for this purpose.

To continue large importations from the United States would aid the hated U. S. Farm Board, and accordingly the government of France issued a decree, effective August 10, requiring French manufacturers of semolina and alimentary pastes, such as macaroni, etc., to utilize in the preparation thereof a minimum of 70 per cent of Algerian, Tunisian or Moroccan hard wheat, according to a report from H. Merle Cochran, American Consul in Paris. Prior to August 10, each manufacturer was instructed to declare to the Prefect of the Department in which his factory is situated his intention to make such semolina or alimentary paste, and produce, at the same time, an inventory showing the quantities of such hard wheats in his possession and the quantities of goods in stock made from such hard wheats. Manufacturers are obliged, from the date of their inventory, to keep a record showing receipts and shipments of the above hard wheat and the products thereof, receipts and shipments of other wheat, the mixtures made from Algerian, Tunisian, Moroccan and other hard wheat, and the proportion of each class therein. No time limit has been set for the expiration of this decree.

On account of the high price of domestic wheat and bread the French government by a recent decree reduced the amount of French wheat which must be used in making flour for bread from 97 to 90 per cent, in the hope that it would prevent any further rise in the price of wheat.

Rye is being used instead of corn in the manufacture of the Commercial Solvents Corporation's products at Terre Haute, Ind., and Peoria, Ill., on account of the relative cheapness of rye.

## Corn Borer Quarantine Modified

The Secretary of Agriculture has announced an amendment, effective Aug. 20, to the European corn borer quarantine regulations. The effect is to remove the restrictions on the interstate shipment of oat and rye straw, celery, and cut flowers or entire plants of cosmos, zinnia, or hollyhock, from the two-generation area of eastern New England. The requirement of certification of cleaned shelled corn and the cleaned seed of broom corn, sorghums, and Sudan grass is also discontinued as to both the one-generation and two-generation areas. Several years' experience with restrictions on these plants and plant products indicates that infestation in them is so rare that their movement can hardly be considered to involve danger of spreading the European corn borer.

## Finances of Farm Board

With regard to the finances of the Federal Farm Board, of which he is sec'y, Chris. L. Christensen reports:

Of the \$500,000,000 authorized by Congress for this purpose, there has actually been made available for the Board's use \$250,000,000. On June 30, 1930, approximately 200 applications for loans had been received, of which about 150 were either granted or awaiting final disposition. In all there were requested loans totaling over \$400,000,000, of which the Board committed itself to loan \$257,000,000. More than \$191,000,000 had been disbursed at June 30, of which \$43,000,000 had already been repaid. In accordance with the nature of the Revolving Fund, these repayments are immediately available again for additional loans. There was still outstanding for June 30, \$148,000,000, in the hands of cooperative associations to which the Board had made loans.

The foregoing figures refer to the Revolving Fund, which is entirely separate from the appropriation of \$1,727,000 for the operating expenses of the Board and its staff. Although the final figures concerning the expenses of the Board during its first eleven and one-half months of operation are not yet available, a reliable estimate indicates that the total expenditures from its Administrative Fund were approximately \$768,000.

Nortz & Co., members of the New York Coffee and Sugar Exchange, writing of a plan to destroy 4¼ million bags of coffee, interior stocks in Brazil, as an aid to the present depressed price situation, say: "The confiscation and destruction of this coffee seems like another gigantic problem, and if carried out will work severe hardship on many owners."

## Coming Conventions

Trade conventions are always worth while, as they afford live, progressive grain dealers a chance to meet other fellows from the field of daily strife and to be convinced that the much maligned horns are truly mythical. You can not afford to pass up these opportunities.

Aug. 28. Ohio Grain, Mill & Feed Dealers Ass'n annual outing at Kingsville, Ont.

Sept. 1-2. Society of Terminal Elevator Superintendents of North America at the Hotel Sherman, Chicago, Ill.

Sept. 9-10. Michigan Bean Jobbers Ass'n, Hotel Pantlind, Grand Rapids, Mich.

Oct. 12. Terminal Grain Weighmasters National Ass'n, Hotel Sherman, Chicago, Ill.

Oct. 13-15. Grain and Feed Dealers National Ass'n, Hotel Sherman, Chicago, Ill.

Oct. 14. Chief Grain Inspectors National Ass'n, Hotel Sherman, Chicago, Ill.

Jan.—Colorado Grain Dealers Ass'n at Denver, exact dates to be set by officers.

## Superintendents Ass'n Should Be Big Help

The approaching organization of the Society of Grain Elevator Superintendents has more glowing prospects than any other body of men in the industry has had for several decades. The potentialities seem without end.

Within the past five days two large terminal grain elevators have been reported by the daily press as destroyed by dust explosions. Discussion should readily bring out preventive measures practiced by many superintendents in keeping their respective plants intact on the ground.

Fumigants have continuously killed workmen and been responsible for the complete or partial loss of many plants. The product found satisfactory by the majority might well be adopted by those still using hazardous fumigants.

Grain elevators can surely be made to pay still bigger dividends, and successful superintendents will unquestionably be on hand to generously pass valuable information along to the less experienced, for after all experience is an enormous factor.

Latest electrical power developments are many-times a puzzle to those not versed in electrical engineering. Perhaps some authorities on the subject will be on hand to willingly enlighten all those interested.

Better care of motors and other mobile equipment may be more readily accomplished with a minimum of effort,—if one only knew how.

Perhaps ventilators for garner, spouts and bins have a much underestimated value. Someone knows, and would be willing to pass on the information.

Aeration and controlled temperature in bins is an old subject. Many have had unsuccessful experiences, but there is always something new and better being tried.

Many have often wondered just how fast they can speed up shipping spouts. Experience is a valuable teacher.

Power transmission, better care of belts, the profits in washing wheat, common causes of fires in driers, and such questions as might arise on the floor, can best be most satisfactorily discussed by a hundred or more superintendents all engaged in the same field.

And then there's the pneumatic handling of grain, and what a subject that is.

Among the speakers already promised for the meeting, which will be held Sept. 1 at Chicago, are Jas. Noble, chief of the Grain Sampling & Seed Inspection Department of the Chicago Board of Trade, on "Handling Line Grade Grain." Other subjects are: "Common Causes of Fires in Grain Elevators," Eugene Arms, Mutual Fire Prevention Bureau, Chicago; "Why Fires Start in Grain Driers," Bryce M. Hess, Hess Warming & Ventilating Co., Chicago, and "Improved Types of Motors and Control for Grain Elevator Machinery," C. W. Drake, Westinghouse Co., East Pittsburgh.

Three men today robbed Francis Blazer, a farmer near here, of 90 bus wheat and then attempted to kill him with a hatchet.—Associated Press dispatch from Marysville, Kansas.

Quick, Watson, my hat! This sounds like the work of some of those grain men Senator Nye has been telling us about.—Feedstuffs.

Zinc prices may seem to have no connection with the price of grain but in the long run of years prices of different commodities move approximately up and down together, so the fact that zinc prices are lower now than the yearly averages for 34 years points to a corresponding downward trend for grain prices. Tin and hide futures and copper are establishing new lows.



## Unusual Features of Kellogg Terminal Elevator at Denver

Several unusual features in construction were developed in building the 100,000-bu. cribbed terminal elevator and grinding plant of the Kellogg Grain Co. at Denver, Colo. Discussion between O. M. Kellogg and W. H. Cramer, of W. H. Cramer Constr. Co., the contractors, prior to building proved the needs of the organization demanded a great number of bins to handle a variety of kinds and grades of grain, rapid handling and flexible mixing facilities. Flexibility and rapidity in operation was, of course, necessary. To the contractor was entrusted the task of working out the complicated problem and the result was the plant illustrated herewith, standing at East 46th St. and the Burlington tracks on private ground and trackage adjoining the railroad right-of-way.

Dimensions of the new elevator are 38x38 ft., 56 ft. to the top of the cribbing, 40 ft. more to the top of the cupola. The corrugated iron covering is nailed on with sufficient lap to permit the cribbing to settle without its buckling. Under the metal roof is composition roofing as insurance against possible development of leaks. The roofing and the siding are bonded and the siding grounded with copper cable at four points to protect the plant from lightning.

On the east side of the plant is a car shed, extending across the private spur track. This is flexibly attached to the elevator with the framework slotted on the elevator side where the bolts form the connection so the up and down movement of the cribbing under strain will not affect the car shed.

This same principle is used in attaching the driveway for trucks and wagons on the west side of the plant. The timbers that form the adjoining framework are bolted over the iron-cladding instead of under it.

Under the house is a heavy concrete foundation. Forming a part of this foundation are the concrete hoppers of the main bins and three concrete mixing hoppers that drain into the boot. The grate covered dump pit in the driveway empties by gravity into the first mixing hopper, thence into the boot. The mixing hoppers are arranged across the house from west to east. Each of the outside ones has capacity for 5,000 bus. of grain, the middle one will hold about 3,000.

In the main elevator, which is used principally for storage, are 19 bins. Some of these extend the length of the cribbing, but two of the main bins—on each side—are divided half way up with a cribbed hopper, thus forming two bins, one above the other in each. Cribbing in the corner of the lower bin forms a spout thru which the top bin drains into the mixing hopper; cribbing in a corner of the top bin forms a spout thru which grain flows from the distributor spout to the lower bin. The emptying gates on both bins are set close together so that when both are being unloaded at the same time the two streams of grain will flow into each other and thoroly mix.

In this way eight bins are made to empty into the first mixing hopper, making possible a wide variety of mixes to suit the demands of a variable trade. In addition to these eight are three over-head bins above the cleaner on the work-floor, each or all of which drain either thru the cleaner, or around the cleaner thru a by-pass to the first mixing pit, making an aggregate of 11 bins emptying into this pit.

Two main bins and three over-head bins

empty into the second of the large mixing pits, which also serves the car sink, so five different grades may be mixed in this pit. The three overhead bins are spouted to a common spout mouth for mixing purposes.

Between these two large mixing pits is another hopper bottomed pit extending clear across the house. In the middle of this sets a York-Hyatt roller bearing boot. Three bins drain into the hopper on the north side of the leg. The hopper on the south side, not now in use, is left to receive grain from the end of a conveyor belt should additional storage be built at a later date. With this hopper provided it will not be necessary to enter the house with the conveyor belt from the bottom of the addition. Knocking a hole thru the foundation wall and bridging the gap between the conveyor belt and the open pit will empty grain from the prospective addition to the leg boot.

The leg stand incloses 240 ft. of 14-in., 6-ply, rubber belt, carrying 12x7 in. Superior DP cups on 12 in. centers. It will elevate 5,000 bus. per hour. The belt is carried over a 60-in. lagged head pulley. This is run by a 30 h.p. enclosed motor, transmitting its power thru a Morse silent chain double reduction drive running in oil. Anti-friction bearings carry the head shaft. The free end of the head shaft is extended thru the bearing to carry a wooden pulley. From this pulley a belt runs to a small jack-shaft, and another belt from the jack-shaft operates a dust collecting system with two collectors taking dust and chaff out of the leg. This discharges in a dust house adjacent the driveway.

Thru the leg well next to the west side of the leg is a man-lift extending from the pit to the cupola. Room is left on the west side of this for installation of a second leg of equal size without disturbing any of the machinery or equipment now in the house.

Gerber Single Distributors are used. Should a second leg be installed this would be readily replaced with a Gerber Double Distributor to reach all bins. Metal spouts lead from the distributors to the bins and thru a steel spout to the grinding plant.

In the east end of the cupola is the 1,500 bu. hopper of a Strait Hopper Scale. This scale is carried on its own foundation, heavy timbers extending from its base down to concrete footings in the large mixing hopper on the east side of the house. Under the hopper of this scale is a distributor for emptying grain into eight near-by bins, into a by-pass spout to the leg, or into the 10-in. loading spout. It will empty itself quickly thru the wide gate, controlled from the work-floor, and not more than 10 minutes are required for loading a car.

Car unloading equipment consists principally of a Winter Pneumatic Car Puller, with capacity for handling five cars, and a Clark power shovel, operated by a 5 h.p. enclosed motor. The spur track beside the elevator will hold eight cars each way from the loading spout, or an aggregate of 16 cars.

On the working floor is an Eureka Cleaner driven by a 7½ h.p. enclosed motor, which empties its cleaned grain into the first mixing hopper and thence to the leg.

Adjacent the north side of the elevator is a smaller elevator structure with 15 bins, a large work-floor, and grinding and sacking machinery. All of these bins are overhead with gates at the bottoms of the hoppers for sacking purposes. One main leg operated



Kellogg Grain Co.'s Elevator at Denver, Col.



by a 3-h.p. enclosed motor, transmitting its power thru a belt to a jack-shaft and thence to the head-shaft thru a chain, distributes thru a single Gerber Distributor to all bins.

Garner bins serve the two machines on the work-floor of this plant, an Eureka 5,000 pound hourly capacity corn cutter and an Allis-Chalmers Steam Barley roll, suitable for making rolled oats and barley. The motors for running these machines are in a concrete pit below them, a 15-h.p. on the corn cutter and a 20-h.p. on the barley roll. Also in the basement is the 15-h.p. steam boiler and coal bin that are used in steaming barley before running it thru the barley roll; and an Ace Hammer Mill with 40-h.p. direct-connected motor having 5,000 pounds an hour capacity.

Two small meal legs with 4-inch belts serve the corn cracker and the barley roll.

[Concluded on page 241.]

### Dust Explosions of 1930

So far during 1930 there have been but three dust explosions in grain handling plants. The first was at Enid, Okla., Jan. 1, when one man was killed and three injured in the large grain elevator of the Pillsbury Flour Mills Co. Fire broke out immediately but was quickly controlled and the loss was small. The other two are reported on this page at Baltimore and Kansas City.

In 1929 there were four dust explosions as follows:

**Apr. 26.**—St. Boniface, Man. Soubry Grain Co. No great damage.

**Aug. 30.**—Belgrade, Neb. Belgrade-Hord Co. Cupola wrecked. Loss, \$3,000.

**Oct. 15.**—Milwaukee, Wis. Smith Milling Co. Five men injured. Loss, \$25,000.

**Nov. 20.**—Haines, Ore. E. W. Hearing's elevator and warehouse. Loss, \$25,000.

## Elevators Wrecked by Dust Explosions

Two grain elevators in one week at such widely separated points as Baltimore and Kansas City were wrecked by dust explosions, both of which were attended by loss of life. Thus the period of apparent immunity we have enjoyed for the past few years has been rudely broken with forcible reminders that dust in grain elevators is just as real a hazard as ever.

### Wreck of Working House at Baltimore

At Baltimore, Md., shortly after noon Aug. 20 an explosion blew out the west wall of the working house of the Western Maryland Railway Company's elevator on the water front. Fire followed immediately. The first explosion is said to have been followed by five others in quick succession. This is typical of the dust explosions, the first shock shaking dust off the walls in parts of the plant at a distance from the scene of the first explosion, making possible the subsequent explosions.

Large slabs of concrete were held dangling over the wrecked conveyor galleries and grain pits, held only by the slender steel rods of the reinforcing metal.

The firemen succeeded in confining the flames to the working house, 75,000 bus. of grain being partly damaged. The property loss is estimated by J. A. Peterson, manager of the elevator, to be \$250,000, about 3,100,000 bus. of grain in the annex having escaped damage.

Of the eleven employees injured 2 had burns of the head, arms and body. Foreman Adam Keller had his left leg fractured, and another man on top of a storage tank had

his head and right arm injured. Sylvan Jordan, laborer, was crushed to death, and Joseph Jaacksch, employe, died later of his burns. Two days later the body of Carl W. Hamill, grain weigher at the elevator, was recovered by a crew of 20 men who, with a crane, were clearing away the debris in a search.

Five men marooned on top of the storage tanks were let down by rope slings to the ground, 135 ft. below. Five other men away from the immediate blast saved themselves from the fire by sliding down from an upper window to the ground. The injured men in the upper part of the working house were rescued by firemen, letting them down by improvised rope slings.

No cause has been assigned officially for the explosion; but it is significant that the men were engaged in cleaning out the boot pits at the time. It was while cleaning out accumulations of dust that the disastrous explosion at the Murray Elevator at Kansas City occurred several years ago. The operation of cleaning out, while very necessary, sometimes raises clouds of dust that are highly explosive.

The house had been remodeled to modern lines in dust collection and venting, and it was considered to be one of the cleanest and best kept houses in the country. The only combustible material in the house was a desk for the weighers.

The grain elevator was built in 1925 and had been enlarged to hold 4,000,000 bus.

An explosion and fire occurred in the same elevator on July 5, 1921, when an explosion of dust in one bin being filled with corn cracked the bin wall for its entire height of 60 ft. and blew up a section of the floor above it. From the bin the explosion was propagated down the shaft containing the passenger lift, demolishing its hollow tile walls and slightly burning three men.

### Dust Explosion Wrecks Elevator at Kansas City

The Hogan Milling Co. operated the elevator of A. J. Poor of Bonner Springs, Kan., under a lease. The plant was one of the busiest in Kansas City, Mo., running day and night with three shifts of men, turning out live stock feeds.

On the night of Aug. 22 Warren Johnson, while unloading a car at the platform, saw John Tolles, foreman, throw an electric switch operating a motor. An explosion followed immediately, a spark evidently igniting the dust that was suspended in the air in the busy place.

William Burton, a packer, tried to drag Leroy Rogers, another packer, thru an upper window to safety, but had to leap alone, so quick was the spread of the flames. Rogers was burned to death. The body of Foreman Tolles was found next day under a pile of grain in the wreckage in the basement. What remained of the plant after the explosion was destroyed by the fire.

The property was valued at \$70,000; and F. E. Hogan, pres., said the milling company had but \$4,000 insurance on its own property, valued at \$20,000, principally machinery. John M. Hogan is general manager.

Farmers of Clinton County, O., numbering more than 200 have appealed to the County Commissioners for work, driven to desperation by the failure of their crops. The Commissioners complied by ordering \$100,000 worth of road work, thus competing with the Farm Board in relief work.



Ruins of the Hogan Milling Co.'s Elevator at Kansas City, Mo.



# Michigan Goes to a Cash Basis on Sales

The warm-hearted City of Jackson, Mich., was the well-chosen meeting place of the successful 29th annual convention of the Michigan Grain, Feed & Hay Dealers Ass'n. The weather was balmy, and the attendance gratifying.

More constructive accomplishments were reported at this gathering than in many a year anywhere. The secretary's report reflects highly commendable strides towards placing the entire state upon a strictly cash basis of retail sales, which is the biggest step forward any state organization could hope for. Thru the praiseworthy work of an energetic few the grain and feed dealers has been brought out of the mire of virtual bankruptcy and placed on a sound cash basis of selling sidelines. Many instances were reported where dealers had as high as \$51,000 outstanding in accounts receivable. Many, of course, ran much less. But this condition meant that the farmers were operating on the dealer's capital, and he was either on the verge of bankruptcy or as good as broke; many times not even knowing it.

The courteous hosts, the grain, feed and seed interests of Jackson, furnished the musical entertainment during the noon luncheon for the delegates and their families, who had milled about the mezzanine during the morning hours, chatting, renewing old acquaintances and making new ones, and talking over the drouth. Theater tickets for the ladies and children for the afternoon were also tendered by the gracious Jackson dealers. Some 108 registered.

RUSSEL E. WARD, Jackson, was the able chairman and toastmaster of the luncheon. Before being seated, Rev. George Evans Dawkins of Jackson, asked the blessing.

THE ADDRESS OF WELCOME was given by Mr. Ward. H. R. White of Scotts, responded, naming the varied and extensive resources of the state as a reason for pride. The meeting was then turned over to the president.

L. E. MARSHALL, Lansing, president called the meeting to order.

## Merchandising for Cash

DAVID K. STEENBERGH, Milwaukee, Wis., sec'y of the Central Retail Feed Dealers Ass'n, spoke effectively on "Merchandising For Cash," earnestly recommending regular district meetings as the most effective leverage in getting over the idea of operating on a strictly cash basis to everyone.

He congratulated the officers and members of the organization for the excellent work accomplished, stating that this past year was undoubtedly the greatest in the history of the ass'n. He said:

"How's business?"—seems to be on everyone's tongue these days. But the time has come when the industry must wake up and realize there isn't any Santa Claus! Now is the time you've got to go out and work hard for business—and not just wait for it to float leisurely in your front door. As Wanamaker has said: "Somebody wants your goods, but you have to go out and get your message to them and sell them."

Now is a particularly opportune time to go on or be on a cash basis for retail sales,—for consumers are looking for bargains as never before. In times of free spending, consumers didn't care if there was a differential between credit and cash prices; they'd say "charge it" anyhow if you'd let them. So a cash basis today should pull business your way now as never before, since you will be enabled to offer lower prices because of the lower handling and overhead charges which each sack of feed or other commodities must be able to bear.

**But! You Must Know Overhead Costs!** A survey just completed in Connecticut reveals that the average dealer takes \$4.50 a ton margin on the cash basis, whereas it costs

credit buyers an average of \$4.60 for \$100 credit for 4 months or \$13.80 a year. Selling for cash saves this.

This saving, however, only amounts to 3 per cent reduction where you sell for cash, or about \$1 a ton. So, naturally, you can't cut too much in changing from a credit to a cash basis. This clearly demonstrates, however, how vital it is to determine your overhead costs before arriving at the margin necessary.

Advertising and promotional work, when changing from a credit to a cash basis, is most essential, and determines the success you meet with. Direct mail advertising is very valuable to those selling feeds,—much more so than newspaper advertising. It is advisable to keep an up-to-date mailing list and use a regular mimeograph. Illustrations and drawings are also very effective. These can be clipped from many sources and traced on the mimeograph original. Most of the dealers in Wisconsin now use illustrations and drawings.

Holding regular meetings of your buyers (and giving them a little light lunch) is another very effective stimulant of sales. You can easily arrange good talkers from the firms you buy from and from the agricultural colleges. In this way your buyers feel you are bending every effort to aid them. They appreciate it and naturally reciprocate.

Another good sales stunt is to hold "Specialty Weeks" with specialty talkers on ingredients in feed, or on other lines of items sold. Numerous Wisconsin dealers have found it most profitable to offer some sort of a little inexpensive premium to everyone buying a certain quantity of the article being featured that week, be it salt, twine, flour, feed, seed, and so on. A bread knife, an apron, or some 10c item will often bring a lot of customers into your place of business who have never been in before. And often-times the firm whose product you are featuring will bear half the expense of the premium. Direct-by-mail and newspaper advertising for such events are an important factor in the success of such affairs. Some dealers report their volume of feed sales has been increased to 20 per cent through this method, enabling them to operate on a narrower margin and further attract sales that they would not otherwise get. Feed prices can be cut 5 per cent where the volume is increased 20 per cent.

One important factor must be kept foremost in one's mind, however, in connection with the savings to be effected by going onto a cash basis of sales, and that is that the dealer who does not know his operating and overhead costs in terms of every parcel of every commodity sold is just cutting his own throat. **THE WORLD LOOKS AT A PRICE-CUTTER AS A SIMPLE FOOL.**

PRESIDENT MARSHALL next appointed the following committees:

**NOMINATING:** Gus Marotzke, Sebewaing, chairman; D. R. Agin, Battle Creek, and Lee Swift, Lansing.

**RESOLUTIONS:** H. R. White, Scotts, chairman; Herb Frutchey, Gaines, and Lou Maloy, Jackson.

**AUDITING:** Raymond Smith, Lake Odessa, chairman, and John Orr, Saginaw.

CHARLES QUINN, Toledo, Ohio, sec'y of the Grain & Feed Dealers National Ass'n, spoke on "The Farm Board As It Affects Grain and Feed Dealers At Present," starting off with a reading of a resolution which is to be presented before the meeting of the American Bar Ass'n in Chicago, and published on page 104 of the Grain Dealers Journal of July 23. His address is published elsewhere in this number.

Mr. Quinn also read the resolution passed by the U. S. Chamber of Commerce condemning the Agricultural Marketing Act.

## Chris Egly Pleads For Co-Operation

CHRIS G. EGLY, Ft. Wayne, Ind., president of the National Hay Ass'n, urged all those dealers handling hay to join up with them for the purpose of greater co-operation and profit. "The hay dealers," he said, "are lagging behind the grain dealers. We must perk up and band together." He said:

I am delighted as our Teddy used to say to

be with you here today. Books and nature proves in many ways, that we need each other's help and one should be so guided that we receive help. We read it's not good for man to be alone, so help was forthcoming. Plants, and trees flourish better being in close touch with each other. Birds and animals hunt their equals.

That's why I am here today happily looking in your faces more as a listener than to be heard. It's the same in business as well as social life. What good are all the improvements, and the latest research if we do not take advantage of them,—railroads, telegraph, telephones, radios, automobiles and airplanes, to learn and get the best of them. We are coming closer together as one great family. My wish to you today in a loud call is to come over and help us, as the good book teaches us. So does the National Hay Ass'n need you. We want to know more of the good work you have done in your state, and able men that have been officers of the organization that I request to you today. I say again we need you and we need more of you. What can I expect of you as your President of the National Hay Ass'n. We want your co-operation and advice, your attendance, your proper representation,—the money is the last thing I ask for. If the National Hay Dealers Ass'n stands and looks good enough to buy, I am here to sell it to you; if not come look on, watch us, and if any fault to find, tell us. After all we are only brothers and co-workers for the cause of a better understanding and a profitable business.

## Sec'y Hubbard's Report

Tracy Hubbard, of Lansing, sec'y, read the following annual report:

**Adverse effect of falling prices.**—After the crash in the stock market last fall, we had almost a steady decline in values of grain, feed and beans, and it was almost impossible to make any profit on either purchases or sales. The banks all tightened up on funds, and refused to make any more loans, which not only worked a serious hardship on elevator operators but farmers as well.

Sales of dairy and poultry feed declined rapidly as many farmers were forced to either sell their cattle or poultry or resort to feeding such grains as they had raised on their farms, or to buy the cheaper grains instead of manufactured feeds. Milk prices to farmers declined from \$2.55 per cwt. to a low of \$1.35 per cwt., and eggs from 50c per dozen to a low price of 20c per dozen, forcing farmers to conserve on their feed bills in every way possible.

**Too Much Working Capital Tied Up.**—A good many elevator operators found their working capital tied up in accounts receivable, and collections hard to make, and it was imperative that something be done immediately to put retail sales of all commodities including coal on a cash basis. Your secretary realizing that further delay would mean additional losses, sent out letters the latter part of March to the secretaries of all local or district grain and bean shippers associations, suggesting the holding of meetings in their respective districts to discuss the matter.

Altogether about fourteen meetings were held in different parts of the state, and I am glad to report that the cash plan was put over in a big way.

**Cash Plan Put Over.**—At the present time in that section of our state lying south of a line drawn from Grand Rapids to Bad Axe, practically all of the elevators are on a cash basis for retail sales, excepting the section around Kalamazoo and Battle Creek, also the section from Alma to Saginaw. In these two districts there were two large operators who declined to adopt the cash plan, hence the others fearing they would lose some retail business, are waiting for these two operators to fall in line on the plan before they will do so themselves.

Personally I feel that those dealers in these two districts, who appreciate the value of the cash plan, should have adopted it regardless of what their neighbors did, as it would have been only a matter of a short time when the dealer who still held to a credit basis on his retail sales, would have had so much of his capital tied up in accounts, that he would have been forced to sell for cash only, in order to continue in business. I had a clear illustration of this in handling the retail business of Chatterton & Son, with whom I am connected.

At one of our stations which we put on a strictly cash basis April 1st, our manager phoned his competitor about six miles away what we were going to do, and asked him to adopt the sale plan beginning April 1st, which he declined to do. However, on April 22d that same competitor walked into my office in Lansing and told me that we had forced him to go to a cash basis, as we had



been getting all of the cash business and he had been getting the credit, of which he had had enough, and was going to put his retail business on a cash basis May 1st, which he did. The same thing has happened in other sections of the state the past four months, and I do not believe there is a single elevator or feed store operator who adopted the cash plan this spring who would go back to the old credit system.

In this campaign I was given some wonderful assistance by Mr. Lou White of Cutler-Dickerson Co., Adrian, Mr. Perry Hayden of the Hayden Milling Co. of Tecumseh, Mr. Russel Ward of McLaughlin-Ward Co., Jackson, Mr. Luther, mgr. of Mr. Ward's elevator at Leslie and Mr. Lindsay, mgr. of the Blissfield Co-op. Elevator Co. of Blissfield. I could not have handled the matter alone as it was impossible for me to attend all of the meetings which were held, and I desire at this time to not only extend to these gentlemen my personal thanks, but also that of the officers and directors of our Ass'n, for the assistance they rendered. My company, Chatterson & Son, not only contributed my services to the cause but also paid all my expenses while attending the meetings. I also wish to inform you that the other gentlemen whose names I have just mentioned not only contributed their services but also paid their own expenses, and I feel sure they feel as pleased over the results of their efforts, as I do. Real team work of this sort will always get desired results.

It is the sincere hope of all of us who contributed our services, that the elevator operators in the two sections of the state where the cash plan was not adopted this spring, will come to realize the wisdom of falling in line with their neighbors and go to a cash basis this fall.

Your ass'n co-operated with the Grain & Feed Dealers National Ass'n in the effort that was made to have certain features of the Farm Relief Bill before Congress modified so that independent as well as co-operative dealers in grain and other commodities affected by the bill, would receive the same benefits. This entailed considerable correspondence with our thirteen representatives and two senators.

We were also active with the tariff committee on proposed increases in import duties on commodities used by our members and their farmer customers. I will mention two commodities in particular, namely blackstrap molasses and cod liver oil, which today are used very extensively in the manufacture of feeds. We also did some good work with the same committee on the proposed increase in the duty on lute yardage from which bags for feed, grain fertilizer, etc., are made, and were very gratified to learn when the tariff bill came before Congress for their consideration that the schedules on these three commodities had been written in at practically their old basis, all of which means the

saving of many thousands of dollars for the elevator and flour mill operators, the farmers and commercial feed manufacturers of this country.

During the past year your secretary has answered over three hundred letters from out of state buyers of grain and hay, giving them the names of our members from whom these commodities could be purchased.

Your secretary also assisted in the adjustment of three disputes between members of our association in two instances and a member and an out of state dealer on another, all without expense to anyone and on a basis that was satisfactory to all concerned.

At the beginning of the last fiscal year a new policy of issuing bulletins to our members only when there was something extra important to bring to their attention, has enabled us to conserve our resources which was necessary because of the reduction in our membership the past two years because of resignations or expulsion of members because of non-payment of dues.

Death also removed a number of our members during that time, the last one being Mr. A. H. Dudley of Jonesville, one of the pioneers in the grain and feed business of his community, who passed into the Great Beyond during the first week in April last.

I feel that the work we have done the past year merits the co-operation in the way of a membership in our Association, costing \$8.00 per annum, from every grain and feed dealer of our state. With the extra funds secured from dues through increase in our membership, we could expand the service of our organization to its members and make it one of the best associations in the state.

**Proposed Change In Michigan Feed Law.**—I have received information recently that the Department of Agriculture of Michigan intends to try to make some drastic changes in our present feed laws during the next session of the legislature. This is going to materially effect not only manufacturers of commercial feeds but every local elevator, feed and flour mill who does custom grinding and mixing for farmers. When this matter comes up for a hearing it is going to mean some work on the part of our Legislative Committee and the requirement of funds for the necessary expenses, in order that the business interests of those affected by the proposed changes in the law, be fully protected. I therefore hope that all of our present members will try during the next ten months, to secure at least one new member and thus help to increase our working capital so that we can take care of any special expenses without having to levy an extra assessment for that purpose.

H. F. PRUE, federal supervisor, of Toledo, O., read a paper on "Instructions In Wheat Grading as an Aid to Shippers," which appears elsewhere in this number.

SIVA BENDER read an address for Kent Keilholtz, Toledo, O., on the "World's Grain Situation," which appears elsewhere.

The report of the Auditing Com'te showed a balance of \$51.87.

THE RESOLUTIONS COM'ITE paid fitting tribute to the late A. H. Dudley of Jonesville. They also thanked the Jackson dealers for their hospitality. The accomplishments of the officers and assisting members also received praise.

**NEW OFFICERS:** Humorous Gus Marotzke, chairman of the Nominating Com'ite, offered a Democratic, a wet, and Republican tickets, amid clever remarks. The Republicans won, and as follows: President, Fred Zinn, Battle Creek; First Vice Pres., Bard Pomeroy, Middleton; Second Vice Pres., Russell E. Ward, Jackson; Sec'y-Treas., Tracy Hubbard, Lansing.

**DIRECTORS,** L. E. Marshall, retiring president, Lansing, (1 yr.); D. R. Agin, Battle Creek; Harley White, Scotts; Roy Smith, Lake Odessa.

Adjourned *sine die*.

## Convention Notes

J. J. Wickens of Detroit represented the National Oil Products Co.

C. G. Egly of Fort Wayne, pres. of the National Hay Ass'n, spoke for Indiana.

R. A. Backus and L. P. Dendel represented the Michigan Millers Mutual Fire Ins. Co., Lansing.

Ohio shippers were represented by T. W. Babcock, Johnstown; J. W. and J. W. Baluss, Jr., Mark Center; Burt & Bursley,

Westerville; J. R. Glendenin, Lyons; G. A. Mills, Sunbury; S. L. Rice, Metamora, and Ed. Timber, Oakwood, O.

From Chicago came W. L. Manly, of the Quaker Oats Co.; S. C. Smith, of Darling & Co., and G. W. Gunn and W. D. Walker, of the Arcady Farms Milling Co.

Toledo, O., had in attendance a strong delegation consisting of S. M. Bender, representing Southworth & Co.; F. D. Boles; Frank C. Bowes; H. H. Freer, and H. C. Wickens, all three representing the Kasco Mills, Inc.; W. W. Cummings; Joe P. Lackey; H. F. Prue, U. S. Dept. of Agriculture; Chas. Quinn, sec'y, Grain & Feed Dealers Nat'l Ass'n; J. A. Smith, and W. H. Wiggins.

**Michigan Shippers in Attendance included** H. C. Carr, Weldman; Mrs. G. W. Flaherty, Charlotte; Herb Frutchev, Gaines; S. M. Kerby, Corunna; H. P. Hoyt, Clinton; Joe Frutchev, Saginaw; Theo. Lenor, Sunfield; A. G. Lowman, John Poppen, Ed. Gunneman, Hamilton; W. McCumsey, Grass Lake; A. D. McIntyre, Saginaw; O. J. McNoughton, Mulliken; Ed. Maloney, Lansing; Gus. Marotzke, Sebewaing; L. E. Marshall, Lansing; W. H. Marshall, and Ivan Parsons, Grand Blanc; L. J. Mitchell, Horton.

F. E. Nowlin, Owosso; A. Phillips, Flushing; J. P. Olk, Stockbridge; E. R. Reithmiller, A. H. Luck, R. W. Isbell, S. E. Beeman, C. O. Wilson, A. K. Tucker, V. W. Parkes, D. A. Parkes, A. V. Sheap, C. O. Wilcox, J. A. Verner, A. L. and R. E. Ward, Jackson;

George Smith, Woodbury; R. C. Smith, Lake Odessa; L. M. Swift, Lansing; H. R. and E. R. White, Scotts; L. A. White, Adrian; Earl J. Young, Albion, and Fred Zinn, Battle Creek.

## The National Convention and Trade Show

For the first time in its history the Grain and Feed Dealers' Nat'l Ass'n is to have a comprehensive trade show in connection with the annual convention. Arrangements are now being rapidly completed for making this one of the most interesting features of the meeting which is to be held at the Hotel Sherman on Oct. 13-15.

Convention sessions will be in the mornings only, leaving the remainder of the days free for the studying of the exhibits, renewing friendships, playing golf, seeing the sights, etc.

The Chicago Board of Trade is making plans for a "house warming party" to the entire industry at this particular time and a record breaking attendance is confidently predicted. Elevator owners and operators, of which more than a thousand are expected to come to Chicago for this meeting, will find the trade show a most unusual attraction. The exhibits, housed in attractive booths adjacent to the convention hall, are sure to be especially interesting and informative.

**U. S. Gov't expenses** for July aggregated \$259,278,000, an increase of \$13,328,000 over July, 1929; and the principal item in the increased expenditures was the \$10,476,000 spent by the Farm Board. The government would have been worse off had not the interest on the public debt decreased \$6,000,000.

The Federal Farm Board had 229 employees as of June 30, reports Sec'y Chris Christensen, and the expenses of the first year for administration alone, have been \$768,000. Just that much more added to the burden of the taxpayers with no compensating benefits to anyone, not even to the farmer, who was to have been benefited.

**Production costs** in Medina County, Ohio, were calculated for the years 1920-24 on 23 farms by the Ohio Exp. Sta. and shown to be for growing and harvesting a bushel of corn for grain 86 cents. Corn for silage cost \$6.71 a ton to produce; oats, 60 cents a bushel; wheat, \$1.49 a bushel; mixed clover and timothy hay, \$9.86 a ton; and timothy hay, \$10.01 a ton.—Bull. 453.



Pres.-Elect Fred Zinn, Battle Creek, Mich.



# Grain and Feed Trade News

Reports of new firms, changes, deaths and failures; new elevators, feed mills, improvements, fires, casualties and accidents are welcome.

## ARKANSAS

Helena, Ark.—The new grain transfer here, for loading river barges, was recently completed, the cost being \$125,000.

Camden, Ark.—Camden Milling Co., incorporated; capital stock, \$40,000; incorporators: W. T. Bradford, G. H. Bradford, W. M. Bruce, Jr., and others.

## CALIFORNIA

Tracy, Cal.—The Denver Alfalfa Milling Co. has about completed a new plant here, among the largest and most up-to-date in this part of the state. Part of the equipment consists of long endless chains and belts for transporting the products between the processing building and the various warehouses.

## COLORADO

Ramah, Colo.—Lem Gamon has equipped his elevator with lightning protection.

Ault, Colo.—The Ault Exchange Co. has provided lightning protection for its elevator.

Simla, Colo.—The Gray Lbr. Co. has had its elevator here protected against lightning.

Platteville, Colo.—Lightning protection has been provided by J. C. Ottesen for his elevator.

Pierce, Colo.—The Pierce Elvtr. Co. has recently added to its equipment a Bender Electric Truck Dump.

Agate, Colo.—Jasper Wilson is the new elevator manager here for the Ady & Crowe Merc. Co., succeeding D. M. Sultz.

Fort Morgan, Colo.—A new Kewanee All-Steel Truck Lift is being installed in the local bean elevator of the Fort Morgan Bean Co.

Yuma, Colo.—The leg in the elevator of the Yuma Farmers M. & M. Co-op. Ass'n has been fitted with Superior D P cups, greatly increasing its elevating capacity.

Ovid, Colo.—The Farmers Elvtr. Co. installed a new Winter Universal Head Drive, new cups, and a new cup belt recently. W. H. Cramer Const. Co. did the work.

Sterling, Colo.—T. E. Duncan, manager of the Trinidad Bean & Elvtr. Co.'s office at Twin Falls, Ida., has been transferred by the company to its office here, which covers northern Colorado.

Boulder, Colo.—Bins are being built in the old mill building of the Moody-Warren Commercial Co., increasing the company's bulk storage capacity from 50,000 bus. to 80,000 bus. Spouting is being re-arranged to make the new bins readily available.

Greeley, Colo.—Any information of any kind is wanted regarding a man calling himself an elevator fumigator who is going about the country leaving in his wake forged checks. For details see "Letters from the Trade" on another page this number.

Wray, Colo.—Geo. Maag, manager of the Wray Equity Union Exchange Co., is at Mayo Bros. in Rochester, Minn., having himself checked over to see how many things are out of kilter. Latest reports from George declares the Rochester doctors are "pulling a lot of nails out of my coffin that other doctors have driven in."

Wray, Colo.—A 45,000-bu. studded and iron-clad addition is being built to the local elevator of the Shannon Grain Co., by L. L. Davis, who was formerly with Jennings-Roller Grain Co. Walt Roller has become associated with the Shannon Grain Co. since his elevator burned and is now in charge of buying at the plant that is being enlarged to 70,000 bus.

Paoli, Colo.—I. J. Taylor Grain Co. has installed special Omaha buckets and a 5-ply Leg Belt, the W. H. Cramer Const. Co. doing the work.

Hudson, Colo.—We are installing a Jay Bee No. 3 Hammer Mill with 30-h.p. enclosed Westinghouse Motor and a Tex-rope drive. A grinding bin is being added to our equipment.—Richard Juelfs, Stevenson Elvtr. [This is the elevator recently bot by Frank Stevenson (proprietor of the Milliken Grain, Feed and Bean Elvtr. at Milliken) from the Trinidad Bean & Elvtr. Co.]

Denver, Colo.—Ady & Crowe and the Idaho Bean Co., of this city, and the Farr Produce Co., of Greeley, three of the largest bean and elevator companies of the West, have merged, the new firm to operate under the name of Farr Co., Inc., with headquarters at Denver. Transit points for the company will be established at Sterling, Fort Morgan and Greeley, it is reported. This new company has been formed to deal solely in beans and will not interfere with the grain business of Ady & Crowe and the Farr Produce Co.

## CANADA

Regina, Sask.—Two large buildings of the World Grain Exhibition, to be held in this city in 1932, have been started.

Dubuc, Sask.—The Pioneer Elvtr. here burned about the middle of this month, together with 3,000 bus. of grain.

Port Arthur, Ont.—Charles Cattanaach, for many years superintendent of James Richardson & Son's elevators here, died recently from injuries sustained by being thrown from a horse.

Canora, Sask.—Two elevators here burned this month, that of the N. Bawlf Grain Co., Ltd., and that of the Saskatchewan Pool Elvtrs. Co. Neither of them contained much grain at the time.

Ottawa, Ont.—On Aug. 1 the provision in the amended Canada Grain Act came into force, under which the mixing of the four higher grades of wheat, No. 1 hard and 1, 2 and 3 northern, is prohibited in any terminal elevator, under severe penalty.

Ft. William, Ont.—The 1,600,000-bu. re-inforced concrete annex under construction here for N. M. Paterson & Co. will have a catenary, or cable suspended, roof (patent applied for). The Fegles Const. Co. has the contract for the construction of this elevator.

Prescott, Ont.—The new Government terminal elevator here, having a capacity of 5,500,000 bus., which has been under construction for about a year and a half, is expected to be in complete operation by Sept. 1 and to be filled to capacity by the end of that month.

## LOOK OUT

A man posing as an elevator fumigator and using the name of F. L. Pugh and aliases, is calling on elevator operators in Colo., Kans., Okla. and other states. His pet trick is to steal checks, forge the manager's name and cash them in neighboring towns. He is 35 years of age, height 5'7", weight 145 to 155 lbs., light complexion, grey eyes, light brown hair. May be driving a Dodge Sedan. If this man calls on you, turn him over to local marshal and wire collect to the County Sheriff, Greeley, Colo.

Ft. William, Ont.—The assets of the Electric Elvtr. & Grain Co. are to be taken over by the Phoenix Elvtr. Co., which has been organized for that purpose. This includes the 1,000,000-bu. terminal elevator here, which McCabe Bros. Grain Co., Ltd., will operate.

Winnipeg, Man.—James Stewart has resigned as pres. of the Alberta Pacific Grain Co., Ltd., and F. W. Riddell has resigned as managing director. J. C. Gage has succeeded Mr. Stewart, but the new general manager has not yet been named. Mr. Stewart has also resigned as chairman of the board of directors of the Federal Grain Co., Ltd., and H. E. Michael from the position of general manager. H. E. Sellers, former vice-pres. of the company, has taken over the duties of managing director; V. W. Tryon has been appointed manager in charge of country elevator operations.

## ILLINOIS

Ballou (Richey p. o.), Ill.—F. A. Bruns has installed electric power in his elevator here.

Hudson, Ill.—R. A. Ensign has recently installed a Bender Electric Truck Dump in his elevator.

Chenoa, Ill.—The C. W. Parry Grain Co. has just completed installing a McMillin Type "E" Electrical Dump.

Gibson City, Ill.—Our Gibson City office was closed June 1.—Roscoe Rockwood & Co. (of Bloomington, Ill.)

Peoria, Ill.—The East Peoria Elvtr. Co.'s 500,000-bu. concrete addition is nearing completion. It is expected to be receiving grain by Sept. 1.

Bushnell, Ill.—The grain trade of the Macomb territory held a meeting Aug. 22, at 7:30 p. m., at the New Alexander Hotel, this place, where dinner was served.

Chatsworth, Ill.—The regular monthly meeting of the grain trade of the Chatsworth territory was scheduled to be held in this city on Aug. 26, at 7:30 p. m., at the Chatsworth Hotel.

Melvin, Ill.—Harold Freehill has been appointed manager of the Farmers Grain Co.'s elevator here, succeeding Henry Noble, resigned, who has been manager for several weeks.

Gordon, Ill.—The grain elevator here has been leased by Ross Woodyard, of Ridgefarm, Ill., to Elmer McClain and O. J. Linebarger for a term of 99 years at a yearly rental of \$50 a month.

Pittsfield, Ill.—Charles P. Cummings, for the past 15 years general manager and a director of the M. D. King Milling Co., of this place, will remove to Chicago, to manage the Mid-West Grain Corp.

Genoa, Ill.—Earl Hoffman, who has been employed for several years by Mrs. Flora Godfrey to run the Genoa Mills, has leased the property and will manage it for himself. He will do custom grinding and handle coal.

Carlinville, Ill.—Edward Barth is now in the county jail because of a scheme he indulged to get some cheap wheat. He bored a hole in one of the grain elevators here, held a sack at the hole and so got his wheat. But he did it once too often and the officers of the law got him.

Urbana, Ill.—The University of Illinois has under construction an addition to its cattle feed plant for the experimental farm, consisting of eight concrete tanks with interstice bins, the tanks being surmounted by a cupola for machinery and a 5,000-bu. ear-corn crib. Contract for all machinery and equipment has been awarded.



Cayuga, Ill.—The Murray Grain & Supply Co. has just purchased its fourth elevator, that of the Pontiac Farmers Grain Co. located at this point. The Murray Co. started in business several years ago by purchasing the McDougal Elvtr. here. Later it bot the Rogers Grain Co.'s elevator at Pontiac, and last spring the Pontiac Farmers Grain Co.'s elevator in the Alton yards at Pontiac.

Block Station (Sidney p. o.), Ill.—The elevator of the Federal Grain Elvtrs., Inc., that burned during the first week of August, contained 22,000 bus. of wheat and corn; the loss was covered by insurance. The fire was discovered at midnight by a night operator at the railroad station. Because of shortage of water, the fire department could do nothing. Plans are being made for rebuilding at once.

## CHICAGO NOTES

Board of Trade memberships are selling at \$16,500, which is \$500 less than the previous sale.

McKenna & Strasser, grain brokers, recently moved their offices to the new Board of Trade Bldg.

J. O. Schoeneman recently bot a membership in the Board of Trade from L. K. Neff. Alfred P. White, of Winnipeg, Man., was recently elected to membership.

Rosenbaum Bros'. Calumet Elvtrs. "B" and "C" were closed for five days, from Aug. 15 to 20, to receipts and shipments of grain to permit the tracks to be repaired.

W. D. Myers, formerly supt. of the Cleveland Grain Co.'s Cleveland, O., elevator, has been transferred to this city to succeed J. F. Van Cura as supt. of the Interstate Elvtr.

The Farm Board's subsidiary, the Illinois Grain Corp., is forming a grain sales agency, to be known as the Mid-West Grain Corp., with headquarters in this city. Charles P. Cummings, of Pittsfield, Ill., has been appointed general manager.

C. H. Gibson is not with this firm any more. He has left the grain business.—South Chicago Elvtr. Co., Geo. H. Jones, chief clerk. [Mr. Gibson was formerly superintendent of Elvtrs. "C" and "Annex." Another report states that J. F. Van Cura, former manager of Interstate Elvtr., Chicago, succeeds Mr. Gibson.]

A box car went wild out at the Wabash elevator on Aug. 25, crashed thru the bumper and into a field of transmission rope, according to Superintendent Henry Kier. A number of choke-ups occurred immediately, as a consequence. The main pulley and several sheaves were knocked slightly out of alignment. The house uses rope power, and the accident necessitated considerable quantities of new Plymouth rope. The plant was out of commission only about 30 hours. Bartlett-Frazier Co. are the operators.

The Board of Trade Post Drum & Bugle Corps participated in a legion drum and bugle contest at North Chicago, Ill., Aug. 10, winning second prize of \$100. Following its usual custom of distributing prize money to welfare work of the American Legion, \$50 was turned over to the legion orphan home at Normal, Ill., \$25 to its legion auxiliary opportunity fund, and \$25 to the North Chicago Legion Post for service work. This is the second prize award won by the Board of Trade Post in the last two weeks, the corps showing steady improvement in its drills under the leadership of Drum Major Ralph T. Baker.

## INDIANA

Cook (Cedar Lake p. o.), Ind.—The Nichols Grain & Hay Co. has been bot by W. E. Small, of Hawthorne, N. J.

Mt. Vernon, Ind.—The Sunlight Milling Co. has added to its equipment one McMillin Wagon and Truck Dump.

Clarks Hill, Ind.—Mr. Doan, of Doan & Hillis, who recently sold their elevator here to the Central State Elvtr. Corp., has moved to Frankfort, Ind.

Frankton, Ind.—J. E. Sigler, 76 years old, manager of the Urmston Grain & Seed Co. elevator here, is dead after a short illness, being survived by the widow and five children.—W. B. C.

Shelbyville, Ind.—The Beck Grain & Feed Co. recently installed two hammer mills and a sweet feed mixer and will now manufacture feeds from formulas.

Scircleville, Ind.—C. C. Cunningham, who recently sold his elevator here to a group of farmers, has gone to Clarks Hill, this state, to manage an elevator.

St. Louis Crossing, Ind.—At the Farmers Elvtr. Co.'s elevator (now leased to Harry Nading) one McMillin Style "A" Dump was recently added to the equipment.

Logansport, Ind.—On Aug. 1 a small fire was discovered to be in progress in oily dust under one of the motors in the cupola of the south elevator of the Logansport Elvtr. Co. A barrel of water being handy, the fire was extinguished without damage to the equipment. The fire was due to spontaneous ignition of the oily dust, as the motor was found to be in good condition and not overheated.

Lincoln, Ind.—One of the bins of the Lincoln Elvtr. Co. gave way, on Aug. 12, dumping 6,000 bus. of oats on the railroad sidetrack. It is thot that a high wind had weakened the bin.

Cannelton, Ind.—Cannelton Grain & Feed Co., Inc., incorporated; capital stock, 1,000 shares of no par value; incorporators: Henry Heck, H. M. Clemens, Thomas W. Irvin and Martin F. Casper; to manufacture, buy, sell and deal in grain, flour, feed products, lumber, coal and builders' supplies.

Boone Grove, Ind.—W. I. Mills, manager of the Goodrich Bros. Co.'s elevator at this point, was the winner in June of the \$25 prize offered by the company early in the year (as reported at the time in the Journal) for the best kept plant. The contest proved so successful that it will probably be repeated next year, with additional prizes.

Vincennes, Ind.—The Baltic Mills plant that burned early this month was in the Clark Memorial grounds, in the right-of-way of the proposed Wabash memorial bridge, and negotiations for the purchase of the mill by the Indiana Clark Commission had been under way for months. It was reported that the price of \$72,500 had been agreed upon and that the deal was closed all but the signing of the papers when the fire occurred. Orville and John Stout, brothers, were the owners of the mill plant.

Russiaville, Ind.—William O. Taylor, an employe at the Russiaville Grain Co.'s elevator, was fatally injured on Aug. 2 while repairing the manlift at the elevator. The support of the lift gave way, dropping Taylor from the top floor to the basement, a distance of about 40 feet. The support and the large iron wheel carrying the cable fell to the basement after Taylor and undoubtedly crushed him. At the hospital it was discovered that he had sustained a crushed spine, fractured skull, a number of broken ribs and a badly cut hand. He never regained consciousness, and died that afternoon.

## IOWA

Onawa, Ia.—The I. C. Elvtr. Co. has provided lightning protection for its elevator here.

Thor, Ia.—Repairs were made here for the North Iowa Grain Co. T. E. Ibberson Co. did the work.

Kalona, Ia.—The Kalona Elvtr. Co. is planning on painting its buildings in the near future.—A. T.

Eldora, Ia.—The Eldora Feed Mill has been purchased by Chas. Harber, of Wheatland, from its creditors.

Guthrie Center, Ia.—Peoples Exchange Co., incorporated; capital stock, \$50,000; to deal in grain, seed and coal.

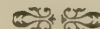
Davenport, Ia.—The Davenport Elvtr. Co. has just finished painting the inside and outside of its office building.—A. T.

Early, Ia.—The Quaker Oats Co. has built bins west of its elevator and now handles coal in addition to grain and feed.

Mount Auburn, Ia.—We have moved our office at Mount Auburn. Dick Kent is manager.—Jack Piper, Piper Grain & Milling Co. (of Cedar Rapids, Ia.)

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for experienced  
reliable grain  
dealers.



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Klemme, Ia.—A. R. White has been appointed manager of the Klemme Co-op. Grain Co.'s elevator, to succeed L. G. Gimer.

Pomeroy, Ia.—W. C. Yeisley has bot and is operating the grain elevator here formerly owned and operated by Malcolm Peterson.

Edna, Ia.—The Quaker Oats Co. has awarded contract to the T. E. Ibberson Co. for the erection of a 40,000-bu. annex at this station.

Creston, Ia.—C. L. Dunlap, in the feed grinding business here many years, died Aug. 11, at the age of 63 years. He is survived by his widow and one daughter.

Cascade, Ia.—Geo. A. Wassenaar, proprietor of the Cascade Feed Mill, is improving his mill by the installation of an oat hulling machine and new mixing equipment.

Sioux City, Ia.—The Beach & Pierce Co. has opened a cash grain department here, with Arthur J. Orth, former cash grain manager for the company at Waterloo, in charge.

Toledo, Ia.—J. T. McNally, of Des Moines, has purchased the Mesquakie Mill Co. here. Possession was given Aug. 18. The new company will be known as the Toledo Grain Co.—Art Torkelson.

Titonka, Ia.—Feed and warehouse buildings owned by the North Iowa Grain Co. were covered with sheet metal and repairs were made on the elevator at this place. T. E. Ibberson Co. had the contract.

Grand Junction, Ia.—We are just starting erection of a cribbed annex, 24x60x60, at Grand Junction, adjoining the main elevator on the west.—D. Milligan Co. (headquarters Jefferson, Ia.), F. D. Milligan.

Cedar Rapids, Ia.—The Iowa Co-op. Grain Co., a state wide organization to market the grain of 500 co-operative elevators in the state, with general offices in this city, has filed articles of incorporation.

Keystone, Ia.—Walter Bernstorff, retired farmer, has bot out the Wilder-Murrell Grain Co. here, which will be managed for the present by George H. Thiessen. All kinds of grain will be bot, and feed and coal sold.

Little Rock, Ia.—J. E. Stockdale, a partner in A. C. Miller & Co., whose elevator here burned in July, has bot the Little Rock Farmers Elvtr. Co.'s house and taken possession, retaining George Arends as manager.

Lone Tree, Ia.—John Hubbard, manager of the Farmers Union Exchange Elvtr., resigned his position here to take effect Sept. 1. His future plans are not known at this date.—Art Torkelson, with Lamson Bros. & Co.

Des Moines, Ia.—The Des Moines Elvtr. & Grain Co.'s new 500,000-bu. annex, which doubles the company's storage capacity, consisting of a group of concrete bins, located at East 18th and Maury Sts., has been completed.

Oskaloosa, Ia.—An attrition mill and pneumatic collector to replace the roller mill has been installed at the elevator of the Blackford Elvtr. Co. The new machinery is run by two 20-h.p. motors and one 10-h.p. motor.

Winterset, Ia.—Earl Dick, employed at the M. Young & Co.'s elevator here, broke his arm recently while loading a sack of feed into a truck. As he stepped on the end-gate it gave way and he was not able to break his fall.

Silver City, Ia.—Some extensive repair work has recently been done at the C. H. Kruse Elvtr. The office has been turned around so that it faces west, a new foundation has been put under it and a new 15-ton scale installed.

Sheldon, Ia.—The Mid-States Grain Co., headquarters Cedar Rapids, has leased the two elevators of the Scott-Logan Milling Co., Inc. A local farmers' com'ite has a purchase option extending to Oct. 15 on the entire plant of the Scott-Logan Co.

Council Bluffs, Ia.—Pouring of concrete for the side walls of the Burlington elevator 250,000-bu. addition, leased to the Flanley Grain Co., was started last week. Three 8-hour shifts of men a day are working on the structure, which is to be finished this fall.

Janesville, Ia.—J. A. Trumpower, one of the owners of the Waverly Feed Mill, Waverly, Ia., and Clarence Platz have formed a partnership and will build a new feed mill here, to be equipped with up-to-date grinding machinery. Mr. Platz will be in charge of the mill, which is expected to be in operation by the middle of September.

Bonaparte, Ia.—Dan Cresap has sold his interest in the Bonaparte Mill business to Clark Derr, E. M. Moore retaining his interest. The new firm will be Derr & Moore. Mr. Cresap did not sell the buildings; the firm leases them. Mr. Cresap, who has been in partnership with Mr. Moore for over five years, has gone to Canada to look after his ranch.

Sioux City, Ia.—The recently organized Worth-Mor Feed Mills, Inc., has been remodeling the old Sioux City Starch Wks. plant and installing new equipment, expending about \$55,000. Originally built as a starch plant, it was later occupied by the Grain Belt Cereal Mills, which ceased operation several years ago, since which time the building has been vacant. The plant, which is now ready to operate, has a capacity of five carloads of feeds a day. Balanced rations for live stock and poultry will be manufactured.

Postville, Ia.—This town experienced its first daylight robbery on Aug. 1, when a thief entered the office of the elevator of Hall Roberts' Son during the noon hour, when everyone was away, pried the cash register open and helped himself to the contents, \$64. Entrance to the office was gained thru a screened window that faces the railroad tracks, where freight cars often obstruct the view and an obtruder might enter the window unseen. The thief was foxy enough to wear gloves or mittens so that he left no telltale finger prints.

Cedar Rapids, Ia.—The new North-Western Railroad grain yards at Beverly were opened for use on Aug. 11, altho not quite completed at the time. They are located on a 10-acre tract and over 500 cars can be handled. This makes Beverly the grain inspection point instead of Cedar Rapids and will relieve the congestion in the Cedar Rapids yards, as more than half the grain that formerly came into this city was consigned to eastern points, and now it will not be brot to this city but sent direct to Beverly for inspection and to its destination from there.

Gladbrook, Ia.—The transaction between W. G. Schneckloth, who owned the controlling interest in the Gladbrook Consolidated Grain & Lbr. Co., and Messrs. Conant and King, for the transfer of the former's interest in the company for land east of town (details reported in the July 23 Journal), which was entered into shortly before Mr. Schneckloth's accidental death at his elevator, on July 7, has been canceled. The widow was given permission to complete the transaction or destroy the contracts, and she decided to retain the stock in the company and sell it for cash.

Jefferson, Ia.—On Aug. 14 an unusual fire occurred in our elevator here. The plant had been running hard all day and about 4 o'clock a passerby noticed a blaze in the cupola and reported it to Mr. Moore, who is in charge. Moore rushed to the cupola but the fire was beyond control by hand extinguishers so he turned in a general alarm. The main house is 40,000-bu. capacity and beside it are two storage tanks each with a 15,000-bu. capacity and about 50 feet high. It was these tanks which enabled the fire-fighters to get control of the blaze. By taking a pressure hose line to the top of them it was possible to pour water right into the heart of the flames. The entire two stories of the cupola were afire as well as the grain in the top of the bins. As the house was full of grain it is both fortunate and unusual that a fire with such a start could be put out. The adjuster who inspected the damage said, "This is the first instance to my knowledge where a fire in an elevator cupola has been successfully fought by a volunteer fire department." Two days after the fire we were able to get new motors and machinery in place and were loading out such grain as had been damaged by the water.—D. Milligan Co., F. D. Milligan.

Holland, Ia.—The Farmers Co-op. Grain Co., instead of rebuilding its elevator that burned recently, as at first planned, has bot the John Neessen Elvtr., which stood near the burned structure, for \$6,000, it is reported, and will operate it. Improvements will be made to the elevator in the fall, including new driveway floor, scale and dump.

Nemaha, Ia.—The J. B. Adams Grain Co., of Omaha, has leased and is operating the elevator here owned by Mr. Hakes, deceased, putting it in charge of H. D. Black, who has been employed by the Adams Co. at Galva, Ia. The company also has elevators at Schaller and Lake City.

Riverside, Ia.—L. R. Bates, of Iowa Falls, is the new manager at the Piper Grain & Milling Co. branch here. Charles Swift, who has been in charge of the business, will be retained and will assist Mr. Bates. The company's business has increased to such an extent that additional help was necessary.

Newell, Ia.—The Farmers Co-op. Supply Co. has gone into bankruptcy and made an assignment for the benefit of creditors. It has been out of business for several months. The company is said to own no real estate and the personal property to be not worth more than \$300, with \$6,194 accounts on the books, which are said to be worth about \$3,000. Debts are said to amount to \$5,878.01.

## KANSAS

Morganville, Kan.—Anton E. Peterson's elevator has been protected against lightning.

Athol, Kan.—Lightning protection has been provided for the Farmers Elvtr. Co.'s house here.

Talmo, Kan.—The elevator of J. B. Sherwood was slightly damaged by windstorm on August 15.

Beattie, Kan.—Lightning protection equipment has been installed by D. C. O'Neill at his elevator.

Idana, Kan.—Protection against lightning has been provided by the Williamson Co. for its elevator here.

Kanona, Kan.—The Farmers Elvtr. Co.'s elevator here has recently been provided with lightning protection.

Kingman, Kan.—Slight windstorm damage was done to the mill plant of the Consolidated Flour Mills Co. on July 24.

Esbon, Kan.—C. M. Lantis has improved his elevator by the installation of a York Hyatt Roller Bearing Boot, furnished by the York Fdry.

Wichita, Kan.—Fire reported as being caused by a switch engine slightly damaged the plant of the Public Terminal Elvtr. Co. on August 6.

Salina, Kan.—The Salina Terminal Elvtr. Co.'s new 500,000-bu. addition has completed installation of machinery and is now receiving grain.

Wichita, Kan.—The Craig Grain Co.'s elevator here burned on Aug. 14; loss, about \$40,000. It contained at the time about 23,000 bus. of wheat.

Hutchinson, Kan.—The main switch in the elevator of the Grain Belt Elvtr. Co. was burned out by lightning on August 14, causing slight electrical damage.

Isabel, Kan.—The Red Star Mills have installed SKF Ball Bearings in their elevator here and other repairs, same being furnished by the White Star Co.

Hudson, Kan.—A 35,000-bu. storage addition is being erected at the plant of the Stafford County Flour Mills Co., giving the mill a total storage capacity of 195,000 bus.

## HAROLD-WALLIS GRAIN CO.

### BOARD OF TRADE

Wichita, Kansas

J. R. HAROLD

W. W. WALLIS

Consignments and General Grain Dealers



Portis, Kan.—The Osborne County Farmers Union Co-op. Ass'n has equipped its elevator with lightning protection.

Willmore, Kan.—The Bowersock Mill & Power Co. has installed White Star Special "V" cups and boot, and flexible spout, same being furnished by the White Star Co.

Scott City, Kan.—The Farmers Union Elvtr. here recently installed Hyatt Roller Bearings along with other new equipment furnished by the York Fdry. & Engine Wks.

Fowler, Kan.—Following the fire that damaged the George E. Gano Elvtr. here, late in July, repair work occupied several weeks. A new office was built south of the old office and a new platform built over the scales.

Salina, Kan.—The Wheat Farming Co., Inc., which owns a number of elevators in the state, having built three this spring, has opened an office in this city. The company owns 70,000 acres of wheat land in western Kansas.

Holton, Kan.—A check forger, giving his name (sometimes) as F. L. Pugh and his address as this town, and representing himself to be an elevator fumigator, is wanted by the sheriff of Weld County, Colo. (See "Letters from the Trade" elsewhere this number of the Journal.)

Oketo, Kan.—At a called meeting Aug. 12 of the stockholders of the Farmers Union Elvtr. Co., a 24% assessment of the stock was made to liquidate the indebtedness of the company. The elevator was sold to the Oketo Grain Co. and the Farmers Union is going out of business.

Wichita, Kan.—Altho the opening of the Ogren Grain Co. here in June was an important event in the life of Clarence C. Ogren, marking his advent in the grain business on his own account, an event of still more importance took place on Aug. 4, when a 7-pound boy made his advent at the Ogren home. Congratulations!

## KENTUCKY

Louisville, Ky.—The Thomson Elvtr. Co., owner of the 300,000-bu. elevator here known as the Southern Elvtr., has leased it out for the season.

Clinton, Ky.—The brick warehouse of the Star Mfg. Co., Inc., was damaged by fire, probably caused by spontaneous ignition in corn husks, on August 14.

Louisville, Ky.—Harry Volz, pres. of S. Zorn & Co., grain dealers and elevator operators in this city, has been named by the governor of the state as chairman of a Kentucky com'te of drouth relief to farmers, the com'te to be known as the Drouth Relief Com'te of Kentucky. The com'te will relieve destitute farmers with seed, grain feed, etc.

## LOUISIANA

New Orleans, La.—On Aug. 6 the Board of Trade celebrated its 50th birthday with appropriate ceremonies. A banquet attended by 400 persons was held, and the toastmaster was S. L. Breaux, who was pres. of the exchange 32 years ago.

## MARYLAND

Baltimore, Md.—Recently admitted to membership in the Chamber of Commerce are Cecil H. Spedden, A. E. Stude, Golder Shumate and John H. Brown. James B. Ferguson is an applicant for membership.

## MICHIGAN

Yale, Mich.—The hay warehouse of the Yale Elvtr. Co. burned on Aug. 7.

Grand Rapids, Mich.—The Michigan Bean Jobbers Ass'n will hold its convention in this city on Sept. 9 and 10, at the Hotel Pantlind.

Ashley, Mich.—A storage tank and building containing kerosene burned, causing the Independent Elvtr. Co. to sustain damage of undetermined proportions on Aug. 2.

Lapeer, Mich.—The Farm Buro Supply Store has installed a Nickle Proportioning Feeder for crushing and feeding ear corn and small grain to its Bauer Hammer Mill.

Memphis, Mich.—Anthony Koss has bot the old mill property at this place, formerly owned by A. G. Taylor, and will rebuild the dam and open the mill again, operating it by waterpower.

Millington, Mich.—The Millington Feed & Coal Co. is installing a Nickle Hammer Mill Feeder, proportioning type, which crushes and feeds two products at once, such as ear corn and small grain.

Freeland, Mich.—J. C. Sweet, of Detroit, is the new manager of the Charles Wolohan, Inc., Elvtr. here. He was for a number of years manager of the Sandusky Grain Co.'s elevator at Sandusky, Mich.

## MINNESOTA

Frazee, Minn.—H. M. Hoek has succeeded H. J. Berning as manager of the Victoria Elvtr. here.

Park Rapids, Minn.—The Farmers Elvtr. Co.'s elevator here opened Aug. 4, with J. R. Kisko in charge.

Spring Valley, Minn.—Loss estimated at \$9,000 was caused by fire at the Hamlin Flour & Feed Co.'s mill Aug. 19.

Hanska, Minn.—Bennie Kjelshus has been employed as agent for the Great Western Grain Co. at its elevator here.

Windom, Minn.—Thompson Lands has erected a seed house and elevator here on railroad land just west of the depot.

Heron Lake, Minn.—A. H. Cook has leased the elevator business of the Benson Grain Co. and will operate it for his own account.

Warren, Minn.—The National Elvtr. Co., of Minneapolis, has recently installed a cleaning and processing machine in its elevator here.

Houston, Minn.—The Harland Flour & Feed Co. of Minneapolis, has leased the Redding Elvtr. here, retaining D. O. Redding as manager.

Madison, Minn.—The Powers Elvtr. Co.'s elevator here has been closed and the building leased to the Great Western Grain Co. for grain storage purposes.

Waseca, Minn.—The Eaco Mill elevator and tanks were recently put into shape by the Electric Steel Elvtr. Co., of Minneapolis, for the storage of grain (probably rye) again this year.

Hendrum, Minn.—C. B. Kinn, of Moorhead, has been appointed manager of the Hendrum Co-op. Elvtr. Co.'s elevator, succeeding A. K. Gordon, who has resigned on account of his health.

Sauk Center, Minn.—The Sauk Center Farmers Shipping Ass'n is contemplating taking over the milling property of the Central Minnesota Flour & Milling Co., which has been closed, and extending its activities to grain handling.

Tyler, Minn.—Herluf Utoft has bot back the elevator here that he sold last year to Chris Hvenekilde and is now operating it as formerly. Mr. Hvenekilde, who is a Danish subject, has been called to military service and has returned to Denmark.

Belle Plaine, Minn.—The Farmers Elvtr. Co. had a fire scare recently when one afternoon friction in the cob carrier generated a spark which set fire to the dry cobs and a sheet of flame shot back thru the carrier into the building. Firemen put out the blaze before any damage was done.

Watson, Minn.—The newly organized Farmers Union Elvtr. Co. has appointed Ed Anderson manager of its elevator, recently purchased and known as the Hanson & Walstad Elvtr., of which Mr. Anderson has been the manager. The elevator was formerly owned and operated by the Kellogg Commission Co.

Lanesboro, Minn.—Andrew Boyum's elevator here burned Aug. 8 at about 11 p. m.; loss, approximately \$15,000; the grain was well covered by insurance. The elevator contained about 2,500 bus. of flax, besides a large amount of barley and other grain, timothy, flour and seed. The elevator, which had stood for 60 years, was one of the oldest elevators in the county.

# WICHITA

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Grain Merchants—Consignments

**Southwest Grain Co.**

Mill Orders and Consignments



Springfield, Minn.—J. J. Peters, new owner of the Morgan Grain Co., has changed the name to the Springfield Grain & Fuel Co. Robert Roiger has been retained as manager. Mr. Peters comes from Clear Lake, S. D.

Jasper, Minn.—Charles A. Lehman, who formerly managed elevators in this town for about 10 years, has returned to manage the E. A. Brown Co.'s elevator business, succeeding R. R. Hind, who resigned to give all of his attention to his dairy farm after managing the elevator for over five years. Mr. Lehman has been operating an elevator at Wilder for the past year.

Lake Crystal, Minn.—The old mill here purchased by the Hubbard & Palmer Co. several years ago from the Greenleaf Milling Co. and which the company has been using for the storage of grain, is being further improved for grain storage, and a huller is to be installed soon. When the improvements are completed the company will have a total storage capacity here at its two elevators and the mill of 110,000 bus.

Russell, Minn.—The Union Board at this point has formed a new company, having about 100 stockholders, has raised the required amount of money for incorporation and has erected a 25,000-bu. elevator between the Farmers Elvtr. Co.'s elevator and the stock yards. The contract was given to the Union Terminal Elvtr. contractors. The new elevator will handle grain, feeds, coal and flour. Albin Swanson has been appointed manager.

Lake City, Minn.—We purchased the elevator here formerly known as the Hunting Elevator. Our capacity is about 20,000 bus. We handle grain, feed, salt, steel posts, fencing, seed and coal. Have installed a cleaner and are operating a large hammer mill for feed grinding. I am the man who managed the farmers elevator here since it was organized 13 years ago and simply decided to purchase and operate this plant on my own hook.—E. L. DeMarce, pres. and mgr., Independent Grain & Coal Co.

DULUTH LETTER

Dissolution of the Ames-Barnes Co., reported in these columns some time ago, will be completed at a hearing set for Sept. 27.

John Mitchell, who has been managing the W. C. Mitchell Co.'s Minneapolis office, will now manage the company's Duluth office, on account of the death of Carlisle Hastings.

The Peavey Duluth Terminal Elvtr.'s 2,100,000-bu. addition is expected to be ready to receive grain the third week of October, and the Occident Terminal Co.'s 2,000,000-bu. addition will be ready Sept. 1.

Recently admitted to membership in the Board of Trade are W. A. Baune and Clarence Mathewson. The following have withdrawn: W. Dalrymple, Sr., A. B. Marcy, G. C. Sterling, Ludwig Eisemann and J. H. Cook.

MINNEAPOLIS LETTER.

The 800,000-bu. addition to the Searle Grain Co.'s elevator here, mentioned in the July 9 Journal, is being erected by the Fegles Const. Co.

The International Milling Co. is erecting eight storage bins, 18 feet in diameter and 110 feet high, the Burrell Engineering & Const. Co. having the contract.

Edgar T. Hanson, vice-pres. of the Case & Hanson grain commission firm, died at Northwestern Hospital, Aug. 10, from a heart attack, at the age of 54 years. His widow survives him.

L. E. Brown is the new pres. of the Minneapolis Grain Commission Merchants Ass'n, succeeding E. A. Cawcutt, now with the Northwest Grain Ass'n; M. B. Gold has been elected vice-pres., and J. H. McEnary is sec'y.

L. D. Marshall, who was connected with the Van Dusen Harrington interests for 30 years, until his retirement two years ago, and who was manager of the National Elvtr. Co., a subsidiary of the former company, died recently aged 83 years. He is survived by his widow, a son and a daughter.

MISSOURI

Barnard, Mo.—Jesse Ball, blacksmith of this place, has recently installed a hammer-mill for grinding feed.

Craig, Mo.—The Craig Grain Co. has recently installed new conveyor equipment purchased from the York Fdry. & Engine Wks.

St. Louis, Mo.—Chet Knierim, formerly with Langenberg Bros. Grain Co., is now with the Pillsbury Flour Mills Co., St. Louis branch, in the sales department.

Carthage, Mo.—Damage amounting to \$100,000 was done to the plant of the McDaniel Milling Co. here on Aug. 7 by a fire that is believed to have started from an overheated bearing.

Lathrop, Mo.—Am glad to advise you that I finished my elevator June 2 and am enjoying a good business.—Oral M. Robison. [The elevator referred to is a 7,000-bu. house that Mr. Robison had erected back of his feed warehouse in May.]

KANSAS CITY LETTER

Friends of Gunnard Johnson, of the milling wheat department of Wolcott & Lincoln, Inc., of this city, will be glad to learn that he has recovered from his recent attack of blood poisoning, which kept him in a hospital for a while, and has returned to his work on the Board of Trade.

The Missouri Pacific R. R. Elvtr., having a capacity of 300,000 bus. and just recently completed, has been leased to the Eagle Elvtr. Co. The headhouse was constructed so as to be able to take care of 1,000,000 bus. Work was started on this elevator, which cost about \$250,000, last fall.

The Tarkio Molasses Feed Co. sustained a fire loss of \$175,000, on Aug. 17, the flames being confined to the fourth story of the building. Machinery recently installed at a cost of \$75,000 was ruined, as was also nearly 40 carloads of grain and other raw products, and between 15 and 20 carloads of unsacked finished product was badly damaged. Cake feeds stored in the shipping room were not damaged.

MONTANA

Oswego, Mont.—It is reported that a farmers co-op. elevator company is being formed here by E. G. Lee.

Brady, Mont.—The Equity Co-op. Ass'n of this place has awarded the T. E. Ibberson Co. the contract for a 60,000-bu. annex.

Forsythe, Mont.—The Aetna Grain Co.'s elevator here, also two implement warehouses, burned recently; loss, \$20,000.

Galata, Mont.—Repairs are being made on the St. Anthony & Dakota Elvtr. at this place. The T. E. Ibberson Co. is doing the work.

Kremlin, Mont.—The St. Anthony & Dakota Elvtr. Co. is having its elevator here repaired, the T. E. Ibberson Co. doing the work.

Square Butte, Mont.—We have just completed installing electrical equipment thruout our elevator. Strong-Scott Head Drives were used.—Square Butte Elvtr. Co., J. E. Gustin, mgr.

Denton, Mont.—Robert McElroy has taken charge of the Montana-Dakota Elvtr. here. Mr. Elroy comes from Arrow Creek where he was manager of the Gallatin Valley Elvtr. last year.

Dutton, Mont.—The Farmers Co-op. Elvtr. Co. is having a 5-room dwelling house erected for the manager of the elevator, the T. E. Ibberson Co., which is also building the company's new elevator, having the contract.

Ryegate, Mont.—A suit on contract has been filed in district court by the Quinn-Shepherdson Co., of Minneapolis, against the Ryegate Farmers Elvtr. Co., of this place, asking the payment of \$7,151.02 alleged due on contract and \$750 attorney fees. The defendant is alleged to have executed a mortgage of title and interest to the grain elevator upon receipt of a loan, and it is also alleged that the defendant company is insolvent and plaintiff wishes sale of property to satisfy the debt.

Havre, Mont.—The Farmers Grain Exchange's new 100,000-bu. elevator has 19 bins and two legs. The equipment includes D. P. Buckets, double distributors, Strong-Scott Head Drives and Dump, and 15-ton scales with type registering beam. The building is iron clad.

Dodson, Mont.—The local station of the St. Anthony Elvtr. Co. during the last week of July shipped out five cars of grain, the cleanup of the 1929 crop, and closed the station for the coming year, owing to crop conditions in this territory. Agent Buchan was transferred to Savoy.

Winifred, Mont.—C. W. Truesdell has sold his elevator, built last year, to the Farmers Union Terminal Ass'n, of St. Paul, and will remain as manager of the elevator. Mr. Truesdell did a good grain business last year, but with the present short crop and poor prospects for the year he accepted the offer of the Farmers Union, which gave him a profit over the building cost.

Hardin, Mont.—The Billings Warehouse & Trading Co. is putting the old Hardin Light & Power Co.'s building, which it has leased from the Farmers Union Ass'n, into shape for the installation of one of the most up-to-date bean processing mills. When it is installed, this town will have one of the best bean cleaning establishments in the state. It will eliminate for members of the Montana Bean Growers Ass'n the extra expense of shipping their beans to Billings for cleaning, besides bringing to Hardin a U. S. bonded warehouse for the handling of beans.

Plevna, Mont.—At 10:30 a.m., Aug. 6, the Plevna Grain Co.'s elevator, owned by Collin & Reich, of Elgin, N. D., burned, the fire starting in the cupola; loss, about \$18,000; covered by insurance. The elevator contained 4,000 bus. of wheat, 850 bus. of flax and 850 bus. of barley. Office equipment and fixtures were saved. The inadequacy of the fire apparatus made it impossible to save the elevator, and within an hour six other buildings were ignited by the sparks. Wooden roofs, dried by weeks of blistering sun and hot winds, took fire easily, as far away as two blocks, tho no great damage was done to the residences. The railroad tool house, the freight platform, several dozen ties and a part of the stock yards burned also.

NEBRASKA

Malmo, Neb.—Mr. Horman has bot Chris Reimers' two elevators at this point.

Omaha, Neb.—The Nye & Jenks Grain Co. has moved its offices to the Peters Trust Bldg.

Brayton, Neb.—The T. B. Hord Grain Co.'s elevator here has been purchased by Anthony Reilly.

Fordyce, Neb.—The J. J. Mullaney Co. is expending \$1000 in improvements on its elevator here.

Dix, Neb.—Ehlers & Binning have had the W. H. Cramer Const. Co. fit their elevator with anti-friction bearings.

Holbrook, Neb.—An enclosed 5-hp. motor is being installed in the elevator of Rankin Bros. here.—Ray Wilmot, agt.

Swanton, Neb.—Frank J. Sukovaty has recently installed in his elevator a spur gear Bender Electric Truck Dump.

Perry, Neb.—Real & Easterday have installed a Winter Pneumatic Truck Lift in their elevator here.—John Real.

Wood Lake, Neb.—The Wood Lake Grain Co. was recently organized here and incorporated, to do a general grain business.

North Bend, Neb.—The North Side Feed Mill has bot a Howell's Chick Feed Outfit from R. R. Howell & Co.—W. E. Hewett.

Graf, Neb.—The Farmers Grain Co. has recently installed a new boot purchased from the York Fdry. along with other repairs.

Benkelman, Neb.—A new ball-bearing distributor was recently installed by the Farmers Grain Co. here, purchased from the York Fdry.

Clay Center, Neb.—Orr Bros. at this point have recently added to their elevator equipment a Bender Worm Gear Electric Truck Dump.



Loup City, Neb.—The office of the Brown Grain Co. here is being rebuilt.

Naponee, Neb.—The Naponee Elvtr. Co. has purchased a Winter All-Steel Truck Dump with grating from the R. R. Howell Co.—W. E. Hewett.

Hebron, Neb.—While doing some cement work in the pit of the Fuller Grain Co.'s elevator here, Elton Blanchard was seriously injured recently.

Clinton, Neb.—A group of Clinton farmers have bot the bankrupt Clinton Grain, Lbr. & Fuel Co.'s plant, which includes an elevator, and will operate it.

Colton, Neb.—The Colton Grain Co. has added to its equipment a Winter Head Drive with 7½-h.p. American Motor, bot from R. R. Howell & Co.—W. E. Hewett.

Campbell, Neb.—The Koch Flour Mills plant, having a daily capacity of 40 barrels, is being reconditioned and opened after being closed for a year and a half.

Bridgeport, Neb.—The elevator of the Nye Jenks Co. here is being equipped with electricity and remodeled. The office was recently improved by an addition.

Cambridge, Neb.—A new Howell distributor, new steel spouting and a new feed grinder are being installed in the local elevator of the Farmers Co-op. Union.—Kyle Mellick, mgr.

Hastings, Neb.—Benton Grain Co. now has a branch office here in charge of J. M. Urling, who formerly managed the McCook office. Mr. McCook's office is in charge of his son, Floyd.

Colon, Neb.—The Farmers Union Co-op. Ass'n recently installed two Winter Head Drives and three 5-h.p. American Motors, purchased from R. R. Howell & Co.—W. E. Hewett.

Hay Springs, Neb.—Hay Springs Co-op. Grain Co., incorporated; capital stock, \$25,000; incorporators: P. J. Nissen, V. E. Hermansen, G. F. Koehnke, J. R. Burrows and 23 others.

Oxford, Neb.—A new 40x18-ft. iron-clad coal and feed shed is now under construction by the Oxford Farmers Exchange, Inc. It is being equipped with a rat-proof foundation.—W. A. Alkins, mgr.

Mascot, Neb.—We are installing a new 15-ton dial scale and expect to have it in before corn starts moving. We are considering installing a feed grinder, also.—L. L. Swindell, L. L. Swindell Grain Co.

Bartley, Neb.—A 70x24-ft. coal shed, with concrete floor and iron-clad frame is being built by Bartley Equity Exchange. It will have two coal bins and the remainder of the space will be used to house implements.—Wm. Fritz, mgr.

Wilcox, Neb.—S. M. Beadle and his nephew, Cliff R. Deming, are now operating the old Burns Grain Co. Elvtr. under the firm name, Beadle Grain Co. Mr. Deming is in active charge, Mr. Beadle retaining his connection with the Planley Grain Co. as grain solicitor.

Any elevator manager whose plant is visited by a man representing himself as an elevator fumigator, will be wise to turn to another page of this Journal and read from "Letters from the Trade," all the while keeping the man in plain sight and his own check book out of sight.

Chadron, Neb.—Chadron Flour Mills are having their mill grain storage and their mill covered with galvanized iron. Changes are being made in the elevator also. A larger Winter Universal Head Drive and a 15-h.p. motor are being put in and attached to this is a Winter Suction Fan for taking dust and dirt out of the leg. W. H. Cramer Const. Co. has the contract.

Gordon, Neb.—The Gordon Co-op. Grain Co. was organized some time ago as a co-operative in order to comply with the requirements of the Federal Farm Board, allowing the members to get advances on their wheat at 5% interest. The grain is handled on a handling charge basis by the W. T. Barstow Grain Co. I am manager of the W. T. Barstow Grain Co. and also manager of the Gordon Co-op. Grain Co.—L. L. Jenkins.

Wayne, Neb.—Fire in the planking of the driveway leading to the old Farmers Union Elvtr., now owned by L. L. Way and which has not been in use for a long time, gave this town a scare recently and threatened the elevator, but the fire was put out before any damage other than to the driveway was done. The fire is thot to have started in some tall weeds near by.

Alden (Bridgeport p. o.), Neb.—A 15,000-bu. studded and iron-clad elevator was recently completed here by Dunlap & Dove, of Bridgeport. It is a modern structure equipped with a 10-ton truck scale, Winter Pneumatic Truck Dump, 5-bu. Richardson Automatic Scale, 10-h.p. engine, Hyatt Roller Bearings thruout, and other up-to-date handling machinery. W. H. Cramer Const. Co. had the contract.

Lorenzo, Neb.—The Farmers Elvtr. Co. suffered slight damage to its elevator when a bearing grew hot and set the head on fire. The night man went to the school house and got a fire extinguisher to extinguish the blaze. The manlift being out of commission he was forced to crawl to the top of the leg well by a ladder, but succeeded in putting out the fire before it did serious damage. It was only necessary to re-babbitt the bearing and level up the head shaft to put the plant back into operation.

North Bend, Neb.—The elevator of the Cherny & Watson Lbr. Co. here was damaged by fire on Aug. 8; loss, \$1,000. The fire is believed to have been of incendiary origin, as under the driveway was found remains of waste taken from a journal of a box car next to the elevator, and when discovered the fire had burned out the driveway floor and the overhead bins in the driveway had been burned thru in places. The electric wiring in the conduit was completely melted, but the fire department succeeded in saving the elevator. Half an hour afterwards a series of fires broke out in the town, seven in all.

Doane (Benkelman p. o.), Neb.—A contract for the construction of a 25,000-bu. cribbed elevator has been let by the Independent Elvtrs. to W. H. Cramer Const. Co. Building has just commenced. Machinery in the new elevator will include a Richardson 10-bu. Automatic Scale, a dust collecting system, all steel spouting with an 8-inch Kewanee Chain Flexible Loading Spout, 15-h.p. engine and rope drive, York Hyatt Roller Bearing Boot, 11x6-inch Superior DP Cups, 5-ply, 12-inch rubber leg belt, York Manlift, pneumatic truck lift, 10-ton truck scale with type-registering beam and other modern equipment. The foundation of concrete with hopper bottoms of main bins forming a part of it is now being poured. The plant will be iron-clad and assured protection against leakage is in the composition roofing which will be applied under the roof metal.

Blair, Neb.—The Rivett Lbr. & Grain Co.'s elevator that was damaged by fire in July is being reconstructed. It had been planned to remodel the elevator, which was built 40 years ago, within the next two years, but the fire has hastened the contemplated improvements. The entire roof will be removed and the height of the elevator increased to give an added capacity of 8,000 bus. Up-to-date equipment will supplant the old machinery and fireproof construction will be used. The annex, which was a later addition, will be taken down and all bins and elevating equipment will be in the main structure. Motors and other machinery will be placed in the top of the elevator instead of on the ground floor as at present. An automatic loading scale and a manlift will be among the improvements. Iron roof and sides will be used and fire extinguishing equipment installed. The house will have a capacity of 25,000 bus.

## NEW ENGLAND

Watertown, Mass.—Watertown Grist Mills, Inc., incorporated; capital stock, 5,000 shares of no par value; to manufacture and deal in cereals and legumes.

Warren, R. I.—The John D. Peck Grain Co.'s elevator here was damaged by fire, during the second week of August, when a nearby foundry burned, with a total loss of \$50,000.

Boston, Mass.—George B. Allen is an applicant for membership in the Grain & Flour Exchange. Edmund J. O'Connor, of Jackson Bros. Boesel & Co., was recently elected to membership.

## NEVADA

Fallon, Nev.—The Kent Alfalfa Meal Mill here has recently been overhauled and improved.

## NEW YORK

West Stockholm, N. Y.—Fire of undetermined origin destroyed the mill of Leon L. Gibson on August 15.

New York, N. Y.—Henry S. Burgomaster has succeeded Henry Leverich as manager of the grain department here of Jackson Bros. Boesel & Co.

Buffalo, N. Y.—Contract for the International Milling Co.'s lake and rail elevator addition here, to have a capacity of 1,000,000 bus., has been let to the Gow Co.

New York, N. Y.—Henry G. Cunningham, with the grain exporting firm, the International Elevating Co., for 40 years, died at his home in Brooklyn, on Aug. 2, from a heart attack. He was 75 years old.

Buffalo, N. Y.—Anthony Goliazzi, age 47 years, fell 20 feet into a grain pit at the Ralston-Purina's plant, on Aug. 11, and was suffocated before he could be reached. He sank so far in the grain that it took half an hour to get to him.

Lockport, N. Y.—The Niagara Falls Milling Co. has completed the repairing of the Thompson Milling Co.'s mill, recently purchased, and the mill is again in operation after having been closed for four years. Charles E. Dickinson has been appointed manager.

Olean, N. Y.—The George A. Meyer Malt & Grain Corp., of Buffalo, has bot at a mortgage foreclosure sale for \$42,000 the brewery of the Olean Brewing Co., built at a cost of \$250,000. The purchase includes buildings, equipment and land. The new owners plan to operate the plant at once.

New York, N. Y.—The new grain com'tee of the Produce Exchange has been named as follows: A. C. Field, chairman; J. J. O'Donohoe, C. N. Hitchcock, Charles F. Watt and L. G. Leverich. Recent new members of the exchange are John J. Hildebrand, William M. Gavigan and Arthur Freed. John Allsop is an applicant for membership.

Buffalo, N. Y.—The G. L. F. Co-op. Exchange is said to be forming a \$500,000 corporation to be known as the Co-op. Farm Service Management, Inc., to take over its retail activities in the East, using a Federal Farm Board loan that is to be made. Ithaca, N. Y., is to be headquarters. It is reported that many G. L. F. employes will be put on the payroll when the new corp. is formed. A charge of one-half of 1% will be made by the federation for supervising the affairs of the new corp., which will direct G. L. F. feed sales and other activities, and will also market produce for members. The pres. and manager of the new corp. will be V. A. Fogg, of Ithaca, an executive of the G. L. F.

## NEW MEXICO

Mosquero, N. M.—The Mosquero Elvtr. Co. has leased its elevator to Eiring & Barkley, of Matador, Tex.

## NORTH DAKOTA

Starkweather, N. D.—A new feed mill is being installed at the Magnus & Noyes Elvtr. here.

Michigan, N. D.—J. S. Aker, of Baker, N. D., has bot the elevator here formerly owned by J. L. Barney.

Fargo, N. D.—A \$50,000 elevator is under construction here for the Farmers Union Terminal Ass'n.

Fessenden, N. D.—Repairs are being made at the Minnekota Elvtr. here. The T. E. Ibberson Co. is doing the work.



Garrison, N. D.—A Union Grain Shipping Ass'n has been organized at this point.

Taylor, N. D.—The Lyons Elvtr. Co.'s elevator here burned during the night recently. It had not been used for several years.

Bartlett, N. D.—The National Elvtr. Co. has done some general repair work and put on some additional storage space at its elevator.

Carpio, N. D.—Fire reported as originating in the engine room slightly damaged the property of the Carpio Grain Co. on August 12.

Kintyre, N. D.—A new 35,000-bu., 15-bin two-leg elevator is being built here for the Monarch Elvtr. Co. by the T. E. Ibberson Co.

Hamilton, N. D.—E. J. Willson, grain buyer at this point, died recently at the age of 63 years. A widow and three children survive him.

Sutton, N. D.—E. F. Garske, of Webster, has succeeded Albert Olson as manager of the St. Anthony & Dakota Grain Co.'s elevator at this point.

Hatton, N. D.—The Ness Elvtr. Co. will open the elevator which was until recently managed by Oscar Gilbertson. C. L. Ness will be the new manager.

Edmore, N. D.—At a recent meeting of the Farmers Shipping & Supply Co. the board of directors was given authority to erect 50,000-bu. storage capacity.

Fleece, N. D.—The old Monarch Elvtr. at this place has been wrecked by the T. E. Ibberson Co. and the material shipped to another point for rebuilding.

Garske, N. D.—Donald Baldwin, who recently resigned as manager of the Garske Elvtr. Co.'s elevator here, is now traveling solicitor for the Brown Grain Co.

Deslacs, N. D.—The Farmers Elvtr. Co. is building a 33,000-bu. annex to its elevator, to be completed as soon as possible. The T. E. Ibberson Co. has the contract.

Selfridge, N. D.—Ed Szarkowski has been appointed manager of the Selfridge Equity Exchange Elvtr., succeeding Joe Rasmusson, who has taken a position at Gettysburg, S. D.

Reeves (Ypsilanti p. o.), N. D.—Arnold Lee, of Jamestown, has been made grain buyer for the Farmers Union Elvtr. Co.'s elevator here, formerly the Van Dusen-Harrington Elvtr.

Glenfield, N. D.—Frank McGrann, of New Rockford, will have charge of the James Valley Grain Co.'s elevator here during this fall, succeeding E. O. Johnson, who goes to Southam.

Dundas, N. D.—The James Valley Grain Co.'s elevator here (Geo. W. Streeter owner) burned at 2 o'clock Sunday morning, Aug. 3, together with 8,000 bus. of grain and two carloads of coal.

Velva, N. D.—Two cement grain storage tanks for the Farmers Elvtr. Co. have been started, each to have a capacity of 35,000 bus., giving the company a total storage capacity of 115,000 bus.

Grand Forks, N. D.—Recent new members of the Farmers Grain Dealers Ass'n are as follows: Farmers Elvtr. Co., Chaseley; Farmers Co-op. Elvtr. Co., Granville; Equity Co-op. Elvtr. Co., Norwich; all in North Dakota.

Falkirk, N. D.—Frank Wilson is the new manager of the Farmers Elvtr. Co.'s elevator here, succeeding Segred Holmberg, who now has a similar position at Berlin. Mr. Wilson comes from the farmers elevator at Underwood.

Jamestown, N. D.—Three elevators owned and operated by C. B. Nupen at this point, Durupt (Clements ville p. o.) and Sydney (all three points being in Stutsman County), have been taken over by the Farmers Union Terminal Ass'n, the buyers have been retained and Mr. Nupen will act as grain solicitor.

Berthold, N. D.—The Berthold Farmers Elvtr. Co. has let contract to the T. E. Ibberson Co. for the erection of an annex 10 feet west of the main elevator, consisting of eight bins, cribbed construction, to be covered with galvanized iron, and having a capacity of 42,000 bus. The work is to be pushed to completion as rapidly as possible.

Harvey, N. D.—A newly organized grain company, to be known as the Harvey Grain Co., has taken over the general elevator business of Brower & Sons here. Gottfried Schimke, who has been agent for the Osborne McMillan Elvtr. Co. in this city for the past 16 years, has been employed as agent for the new company, which will engage in a general grain buying business and will also retail fuel.

Denhoff, N. D.—L. W. Thompson, a resident and elevator man at this point for a long time, died very unexpectedly in Minneapolis, in July, from a hemorrhage of the brain. Five years ago he became a partner in the firm of Wahl & Thompson and acted as manager of the elevator until about a year ago, when he took up his residence at Valley City, N. D. He is survived by his widow, daughter and two sons, one of whom, Arnold, is employed by the Ellis Grain Co., at Coleharbor, N. D., and the other, Lloyd, is now manager of the Wahl & Thompson Elvtr. here.

Ryder, N. D.—The Ryder Independent Elvtr. Co. recently purchased the Ryder Grain Co.'s elevator and on the following day traded the Independent Elvtr. for the Minnesota Co.'s elevator. The Minnesota Co. will occupy the east elevator, and R. G. Miller, manager of the Independent Co., will have his office in the Ryder Grain Co.'s elevator. The building which has been occupied by the Minnesota Co. will be used for storing grain. The deal was made to facilitate the handling of storage grain, giving the Independent Elvtr. Co. a storage elevator adjoining its main elevator.

Rhame, N. D.—Rhame's three new elevators replacing the three burned at the same time last February, were recently completed and put into operation. The Western Lbr. & Grain Co.'s house was the first to be rebuilt, having a capacity of 30,000 bus., the plant including a cleaning house, flour house and salt house. It is electrically equipped thruout and has up-to-date machinery. The Columbia Elvtr. Co.'s elevator was the next to be finished, having a capacity of 33,000 bus., less than the burned elevator, but an annex will probably be erected later; the new machinery, however, handles the grain twice as fast as did the old equipment. The Farmers Equity Union's elevator, the last to be completed, has a capacity of 60,000 bus. The equipment of this elevator was given in detail in the Apr. 4 Journal.

Grand Forks, N. D.—The North Dakota-Montana Wheat Pool has announced the purchase of 44 elevators, including four sub-terminals, from the Powers Elvtr. Co., of Duluth and Minneapolis, 38 of the elevators being located in North Dakota, principally on the main line of the Northern Pacific Railroad, and six of them in Montana. The North Dakota locations are as follows: Brinsmade, Flora, Hesper, Spiritwood, Eldridge, Windsor, Cleveland, Medina, Crystal Springs, Tappen, Dawson, Steele, Burleigh (p. o. name Menoken), Hebron, South Heart, Flasher, Odessa, Fort Clark, Stanton, Hazen, Beulah, Dunn Center, Killdeer, Adrian, Dickey, Grand Rapids, Alfred, Gackle, Streeter, Hoople, Hensel, Walhalla, Marion (two elevators), Bowesmont (two elevators); sub-terminals are at Edgeley and at Eckelson. The Montana locations are: Crane, Pompeys Pillar, Nibbe, Wheat Basin; sub-terminals are at Billings and Bigtimber.

## OHIO

Convoy, O.—The Convoy Equity Exchange Co. sustained windstorm damage on Aug. 9.

Versailles, O.—Windstorm slightly damaged the elevator of the Versailles Grain Co. recently.

Elmwood Farm (Circleville p. o.), O.—Windstorm slightly damaged the elevator of John Boggs on Aug. 8.

New Bavaria, O.—The safe of the Farmers Elvtr. Grain & Supply Co. was blown open recently by thieves, who obtained \$41.

Richey Station (Van Wert p. o.), O.—The Van Wert Grain Co. has purchased the elevator here formerly owned by Mrs. Nora Eikenbarry. The house will be remodeled and ready for operation in time for fall business.

Yellow Springs, O.—L. D. Welch has purchased the National Feed Mill from C. L. McGuinn and will take possession Sept. 1.

Ridgeville Corners, O.—Fred Otte & Son, of Napoleon, O., have added to the equipment of their local elevator one McMillin Wagon and Truck Dump.

Kingston, O.—Windstorm damaged the cob spout from elevator to engine room of Robert L. and Fred Immel on Aug. 8 and damaged doors several weeks before.

Tontogany, O.—The Tontogany Grain Co.'s elevator burned recently; insurance covered about half the value. Books and records in the safe were unharmed.

Grelton, O.—Robbers entered the elevator of the Farmers Grain & Seed Co. recently, knocked off the knob of the safe and got away with \$83.04 in currency. They left a quantity of checks.

Milford Center, O.—The Ohio Grain Co., of this place, has filed suit against the New Era Milling Co. for \$323.85, claiming that flour and feed bot of the defendants July 19, 1930, was in bad condition when received and that it was in that condition when placed in the car.

Cleveland, O.—Frank S. Sheets has been elected pres. of the Sheets Elvtr. Co. and of the G. E. Conkey Co., succeeding his father, James M. Sheets, one of the founders of the business and its pres. for nearly 50 years, who died June 30. These companies manufacture poultry, dairy and horse feed.

Toledo, O.—The new 2,100,000-bu. elevator of the National Milling Co. (subsidiary of the National Biscuit Co.) is now in operation. Included in the equipment is a new car unloader that empties a car in 4½ minutes and can be operated by one man. The addition was completed in three months and 10 days.

North Baltimore, O.—The North Baltimore Grain Co., a farmers co-op. company, whose elevator burned in July, has completed a deal by which it takes over the interests of Fred A. Kalmbach in the mill and grain business here. The company plans to add equipment (including a large mixer) and build a grain storage house in the rear of the Kalmbach mill. The site of the burned elevator will be retained but the company does not expect to rebuild this year. Mr. Kalmbach retires on account of his health.

## OKLAHOMA

Jefferson, Okla.—The Hacker Flour Mills, damaged by fire late in July to the extent of \$15,000, have about completed repairs and are ready to operate again.

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100,000 Bu. Concrete Bin Storage  
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Milling in Transit Privilege.

Popular Eastern Distribution Center

Direct R. R., 20 Car Capacity Siding on  
D.L.&W. and D.&H. with ERIE Connection



Lahoma, Okla.—The Oklahoma Wheat Growers Ass'n has appointed Jim Erichs, from Kingfisher, manager of its elevator here, succeeding H. M. Vander Graff, who has been transferred to Homestead.

Shattuck, Okla.—Stock in the elevator of the Ingle Bros. Broom Corn, Grain & Supply Co. was slightly damaged by fire reported as probably caused by either hot bearing or shaft thru grain bin on Aug. 7.

Nash, Okla.—Charged with stealing a load of wheat from a farm near Pond Creek and selling it to an elevator in this place, Garland Hergert was arrested recently and held in the county jail to await trial.

Oklahoma is one of the states chosen by a swindler, whose chief occupation is forging checks of elevator managers, for his operations. Details are given on another page of this number of the Journal under "Letters from the Trade."

Muskogee, Okla.—The Muskogee Mill & Elvtr. Co.'s plant was badly damaged by fire on Aug. 8; loss, approximately \$30,000; insurance was carried. About \$8000 worth of flour and feed was lost. One fireman was painfully injured.

Isabella, Okla. — The Oklahoma Wheat Growers have transferred H. E. Reames, manager of the elevator at Homestead, to the elevator at Isabella, which they have leased from the farmers.—H. M. Vander Graff (of Homestead, Okla.)

Muskogee, Okla.—The Arkoma Milling Co., whose plant was damaged by fire in June, has rebuilt its mill, putting on a new addition for the manufacture of dairy and poultry feeds. The grain storage capacity has been increased to 10,000 bus.

Okeene, Okla.—The Blackwell Milling Co.'s elevator here has been leased by the Oklahoma Wheat Growers. John Nault is managing this elevator as well as the Enid Milling Co.'s house, which the Wheat Growers leased early in the summer.

Enid, Okla.—The Oklahoma Wheat Pool Elvtr. Corp. has let the contract to provide lightning protection for all of its elevators. (For a complete list of elevators purchased by the pool this season see Enid, Okla., paragraph in the July 9 Journal.)

Oklahoma City, Okla.—T. C. Thatcher, head of the Texas units of General Mills, Inc., and a director of the company, has moved back to Oklahoma City, his old home, and opened an office in the Commerce Bldg., from which he will direct the operations of the Texas units, instead of from Wichita Falls, Tex., where he has been located. His son, Stanton, has moved back to this city also, and will assist his father in the office here.

Frederick, Okla.—P. A. Cope, of Lawton, has bot the interest of Carl Cassidy in the Northwestern Elvtr. Co. here and will replace Mr. Cassidy as manager. Leo Potishman, of Ft. Worth, Tex., is said to own the remainder of the stock. The property consists of an elevator, feed mill and coal storage building. Mr. Cope owns elevators at Chattanooga, Tillman, Hollister, Devol and Geronimo. Mr. Cassidy will probably devote his time to his farming interests.

## PACIFIC NORTHWEST

Worley, Ida.—The flat warehouse here of Strauss & Co., Inc., has been bot by the Worley Grain Growers.

Mount Hope, Wash.—The Seattle Grain Co., of Seattle, has bot the James R. Saunders warehouse here, the price being \$2,050.

Oakesdale, Wash.—The Palmerton-Moore 100,000-bu. grain warehouse here has been bot by the Oakesdale Grain Growers, Inc.

Rupert, Ida.—The Rupert Alfalfa Mill was closed for 10 days late in July to allow installation of a large, high-speed hammer regrinder.

Winchester, Ida.—The McClarin Grain Co. recently completed a 30,000-bu. elevator here, giving the company a total elevator capacity of 54,000 bus.

Port Angeles, Wash.—Ed Carlberg, former manager of the Willapa Harbor Flour & Feed Co. at Raymond, has been appointed manager of the Challam Grain Co. here.

Craigmont, Ida.—The warehouse formerly owned by A. A. Wormell is now being operated as the Farmers Grain & Supply Co. by A. E. Lukens and D. C. Howard, who recently purchased it.

Copeland, Ida.—The first individual farm elevator is being erected in the Kootenai Valley by S. L. Houch. It will have a 50,000-bu. capacity and be located on Harper's Spur, near this point.

Portland, Ore.—A barley roll has been installed in the mill of the C. A. Babcock Co. Owing to larger importations of barley from California, that grain is being used more in this territory than formerly.

Malad, Ida.—Geo. L. Anderson, formerly with the Inter-Ocean Elvtr. here, is the active manager of the new 225,000-bu. farmers co-operative warehouse recently completed by the Oneida County Grain Growers and rapidly filling with sacked grain. A. C. Alexander, of Grace, for 15 years a wheat buyer for the Inter-Ocean Co., has succeeded Mr. Anderson as manager of the Inter-Ocean Elvtr. here.

Raymond, Wash.—John Pearson has succeeded Ed Carlberg as manager of the Willapa Harbor Flour & Feed Co., Mr. Carlberg having gone to Port Angeles, where he will have charge of the Challam Grain Co.'s business.

Kennedy Ford (Potlatch p. o.), Ida.—The Milwaukee Grain & Elvtr. Co. has started construction of a new grain warehouse here. The company already has two warehouses at Kennedy Ford and the new one, to be 123x40 feet, will be built between them.

Tacoma, Wash.—Space for 100,000 bus. of wheat at the new Portacoma Piers Elvtr., which opened during the last week of July when it received its first wheat shipments, has been allotted to the Farmers National Grain Corp., Pacific Coast Division.

Twin Falls, Ida.—S. A. Larkin, formerly of Fowler, Colo., has been appointed manager by the Tri-State Bean Ass'n, which recently took over the warehouses of the Trinidad Bean & Elvtr. Co. here. Mr. Larkin has been in the bean-handling business for over 22 years.

## MODERN GRAIN ELEVATOR CONSTRUCTION

as exemplified by Galveston's new 6,000,000 bus. export elevator is showing a marked preference for RANDOLPH DIRECT HEAT GRAIN DRYING EQUIPMENT.



Owners: Galveston Wharf Company.  
Designers and Engineers: Horner & Wyatt, Kansas City, Mo.  
Builders: Jones-Hettelsater Constn. Co., Kansas City, Mo.

Equipped with three 1,000-bus. Randolph Driers using oil burners and having a daily capacity of 75,000 to 100,000 bushels.

*This Is the World's Largest*  
*Grain Drying Plant*  
*WITHOUT A BOILER*

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TOLEDO, OHIO — U. S. A.



Portland, Ore.—Lease of the elevator at Terminal No. 4 has been asked by the Farmers National Grain Corp. Under the charter of the Portland Commission of Public Docks, it can not lease the terminals without the consent of the voters, so it would be necessary to submit the question to the voters in the November election.

Pomeroy, Wash.—The Pomeroy Storage Co. is building a grain platform adjacent to its warehouses here, the floor space being 40x280 feet. The company had intended to construct a new warehouse, but changed its plans and the platform takes the place of the proposed warehouse until it can be erected at some future date.

Burley, Ida.—Sid Stuart, who has been manager of the Colorado Milling & Elevtr. Co.'s elevator at Fairfield, operated as the Fairfield Elevtr. Co., for the past seven years until it was leased recently to the Camas Prairie Grain Growers, Inc., has been transferred by the company to this point, where he now has a similar position.

Portland, Ore.—Work at the elevator of Kerr Gifford & Co., known locally as the Globe Dock Elevtr., was suspended temporarily, on Aug. 8, when lightning hit the transformers close to the dock, putting them out of commission and damaging the transformers and wiring to the extent of about \$10,000, which loss was sustained by the power company.

Twin Falls, Ida.—The Bean Growers Warehousing Corp., which has been organized here by the Southern Idaho Bean Growers Ass'n as an auxiliary unit, has recently acquired all the warehouses of the former marketing agents, the Southern Idaho Wholesale Grocery Co., outside of Twin Falls, for the purpose of storing, cleaning and preparing its own product.

Moscow, Ida.—The 300,000-bu. concrete elevator of the Mark P. Miller Milling Co. at this point has been sold to the Latah Grain Growers, Inc., at the reported price of \$150,000, the Farm Board having been asked for a loan of 60%, the balance to be raised locally. Mr. Busch, who has been manager of the elevator, has been retained in that capacity. The flour mill has been closed.

Lapwai, Ida.—The Mikkelsen Grain Co.'s warehouse here is completed and has been doing business since July 21. This warehouse is located south of the Pacific Coast Elevtr. Co.'s warehouse, in fact is joining right on to that house. The Pacific Coast Co. has not built anything that I know of. Of course the Mikkelsen warehouse joining on to the Pacific Co.'s warehouse might lead some one to think that it belonged to the Pacific Co. [It was reported in the press that the Pacific Coast Elevtr. Co. had built an addition to its warehouse here.] I am at present representing the Mikkelsen Grain Co. at Lapwai.—Peter Muench.

## SOUTH DAKOTA

Colton, S. D.—T. B. Martin has recently installed a Bender Electric Truck Dump in his elevator.

Canistota, S. D.—The Shannard Elevtr. Co., of Bridgewater, has taken over the Farmers Elevtr. Co.'s elevator at this point.

Humboldt, S. D.—Ruel E. Dana now has charge of the Farmers Elevtr. Co.'s elevator, succeeding H. L. Peterson, who severed his connection recently.

Avon, S. D.—The H. D. Giedd elevator here has installed a Strong-Scott Style A Head Drive, also motors purchased thru the Strong-Scott Mfg. Co.

Lake Andes, S. D.—Harry Peterson has been appointed manager of the Cargill Grain Co.'s line elevator at this point. He comes from Humboldt, S. D.

Athol, S. D.—Athol Grain Co., incorporated; capital stock, \$12,000; incorporators: H. S. Larson, Theo Wallin and W. F. Corrigan; to deal in grain and farm supplies.

Lake Andes, S. D.—The Lake Andes Farmers Co-op. Co., whose elevator burned late in July has let the contract for the erection of a new house on or near the foundation of the former elevator. It is to be equipped with up-to-date labor-saving machinery. Construction is to be of wood covered with iron.

Lennox, S. D.—The old Atlas elevator here, that has been closed for several years, has been bot by Henry Schneiderman, who is overhauling it and will operate it this fall.

Dallas, S. D.—The Farmers Elevtr. Co.'s elevator here, which has been closed since the closing of the Tripp County State Bank of Colome in April, was re-opened late in July.

Egan, S. D.—Farmers Union Co-op Elevtr. Co., incorporated; capital stock, \$15,000; incorporators: L. A. Larsen, W. Hasvold, J. Bennett, A. H. Willard, Joe Stombaugh and A. N. Smith.

Andover, S. D.—The Farmers Elevtr. Co. here has installed Strong-Scott Style A Head Drives, motors and other repair equipment purchased thru the Strong-Scott Mfg. Co. The Leathers-Hurle Co. is doing the work.

Tyndall, S. D.—George Lehr's elevator here, filled with grain, gave way recently at the bottom, the foundation supports and the floor being overstrained by the weight of the grain. Approximately 2,500 bus. of oats were spilled.

Onaka, S. D.—The Farmers Elevtr. Co. recently let the contract to rod both of its elevators at this point. Repairs have been made on the H. R. Dufloth Elevtr. here, also. The V. M. Zweber Co. did the work for both companies.

White Rock, S. D.—The Great Western Elevtr. Co. has again opened its elevator here and is now buying grain. The elevator, which was closed by the Great Western Co. about two years ago, was leased last summer to the Tri-State Elevtr. Co. and was occupied by J. O. Berglund during the year ended July 1. Louis Borgen, of Moorhead, has taken over the management of the elevator.

White Rock, S. D.—The White Rock Farmers Elevtr. Co., recently re-organized as reported in the July 23 Journal, has re-opened the elevator, closed for several months, with Wendell Olson, of Cayuga, N. D., in charge. Altho there was some talk of the company going in with the Northwest Grain Growers, it did not do so. It is said that the elevator will be operated in conjunction with the Atwood-Larson Co., commission firm of Minneapolis and Duluth, which has succeeded the W. C. Mitchell Co., of Minneapolis, formerly interested in the elevator here.

## SOUTHEAST

Farmville, Va.—R. V. Mitchell has bot and will operate the Prince Edward Mills of the Newman Estate.

## TEXAS

Texas City, Tex.—An export department is being opened by the Texas City Grain Elevtr.

Panhandle, Tex.—Carhart Grain Co. has installed 275 feet of transmission rope, supplied by the White Star Co.

Temple, Tex.—Temple Bonded Warehouse, incorporated; capital stock, \$5,000; for the purchase and maintenance of grain elevators.

Houston, Tex.—The Montgomery Southern Elevtr. Co., incorporated; capital stock, \$60,000; incorporators: Lee L. Penn, I. C. Wicker and A. E. Montgomery.

Wichita Falls, Tex.—The Wichita Mill & Elevtr. Co.'s new 1,200,000-bu. addition is now operating, giving the company a total of 2,000,000 bus. storage capacity.

Jacksonville, Tex.—Newton & Wallace, Inc., incorporated; capital stock, \$25,000; incorporators: F. F. Newton, Perry Wallace and J. H. Roney; to deal in agricultural and farm products.

Sherman, Tex.—The foundation walls of the G. B. R. Smith Milling Co.'s 300,000-bu. elevator addition had been completed and work started on the concrete tanks before the middle of August.

Texas City, Tex.—The Board of Trade has appointed F. J. Kempe chief grain inspector. Mr. Kempe held a similar position at Mobile, Ala., previous to which he was inspector at Houston and Galveston.

San Juan, Tex.—I bot the elevator formerly owned by the Valley Grain & Elevtr. Co.—just purchased from the Security State Bank at San Juan. I will operate it as the San Juan Mill.—Glen L. Bruner.

Slaton, Tex.—The Smith Coal & Grain Co. has been expelled from the Grain & Feed Dealers National Ass'n for refusal to arbitrate claims made by the Texas Grain & Seed Co. and the C. M. Carter Grain Co.

Laredo, Tex.—A cotton oil mill is being erected here by O. N. Longoria, at a cost of \$50,000, to be completed in time for the new crop of seed. Some of the products of this mill will be marketed in Mexico, especially cake and meal for feeding cattle.

San Antonio, Tex.—The Travis Cottonseed Products Co.'s mill and seed warehouses in this city and mills at Corpus Christi, Taylor and Hearne have been bot by the South Texas Cotton Oil Co., of Houston, which operates cottonseed mills at Houston and Victoria, Tex., and at Eunice, La.

Galveston, Tex.—The Galveston Wharf Co.'s elevator was so far completed late in July that grain was received and unloaded for testing out the machinery and scales, and on Aug. 1 commenced to unload grain for storage. The shipping galleries were completed a few days later and the elevator put into regular operation. The Wharf Co.'s facilities at its two wooden elevators were not interfered with and it carried on business as usual thru both of them during the construction of the new one. A formal opening in the fall is being planned.

# FORT WORTH

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**E. M. Rogers Co.**  
*Strictly Brokerage and Consignments*

**Southwest Grain & Comm. Co.**  
*Brokerage and Consignments*



## UTAH

Ogden, Utah.—The Globe Grain & Milling Co.'s new 1,000,000-bu. addition to its grain storage here has been completed. Headquarters of the company are at Los Angeles, Cal.

Ogden, Utah.—At a special meeting of the board of directors of the Grain Exchange, Charles J. Baker was elected pres. to take the place of H. P. Iverson, who in June was re-elected to his fifth consecutive term, but has gone to California to be the head of the grain department of the Sperry Flour Co., succeeding J. K. Smith, who died in July.

## WISCONSIN

Superior, Wis.—The Great Northern Elevator, "S" 3,000,000-bu. addition was ready to take in grain on Aug. 20.

Waupaca, Wis.—The Northwestern Produce Co. has installed a hammer mill equipped with a magnetic separator. Power is supplied by two 30-h.p. motors.

Rosendale, Wis.—The Ladish Stoppenbach Co., of Milwaukee, which has owned and operated the elevator here for several years, has sold it to Mr. Kirzkowski, who will add a flour and feed store and a feed mill.

Galesville, Wis.—The Reitmann-Davis Mill Co., the oldest business firm of this town, operating a feed mill and a flour mill and manufacturing rye, whole wheat and buckwheat flours, is disposing of its holdings. Ben Davis, in charge of the business for many years, will retire.

### MILWAUKEE LETTER

Henry Stollberg, a workman at the Donahue-Stratton Grain Co.'s elevator on Jones Island, this city, was crushed to death recently when he got caught in a moving belt. The power was shut off as quickly as possible, but too late.

Eight of the 24 bins comprising the addition to Elevator "E" of the Milwaukee Railroad, operated by the Cargill Grain Co., were reported completed except for the roof about the middle of this month and will be ready for use Sept. 15. The entire addition is expected to be completed by October.

The board of directors of the Chamber of Commerce at a special meeting held on Aug. 14, adopted a report submitted by the committee for the promotion of a stock exchange. The report was accompanied by a complete set of rules and regulations designed to govern trading in securities, which the committee recommended for adoption by the association "as soon as it can be arranged." These rules are modeled after the rules of the old established exchanges, and the best and most approved methods of stock exchange trading are followed in every respect. Pres. A. L. Flanagan said, in commenting on this action of the board of directors: "The thought in the minds of our directors in taking these preliminary steps towards establishing a market for trading in securities is along the lines of a statement by a financial writer who says: 'The expansion of securities markets throughout the nation is as certain as the growth of the country itself.' The city of Milwaukee and the state of Wisconsin are surely of great enough importance in a commercial and industrial way to support a securities market where the stocks of local corporations may be bought and sold, and it is our expectation that a fair volume of trading will be reached within a comparatively short time after a start is made. With the great diversification of the industries of Milwaukee and Wisconsin it would appear to be certain that an exchange where their securities may be traded in and values determined in an open market will prove beneficial and will add to Milwaukee's prestige as a financial center of the state. Communities of far less importance in commerce and industry have flourishing stock exchanges. Surely there is a place for one in Milwaukee. The rules recommended by the committee will be submitted to the ballot of the members of the chamber on Sept. 4. If they are adopted, as we have every reason to believe they will be, the exchange will be opened for trading when the board of directors considers the time right for it."

Milwaukee, Wis.—Herbert C. Kurth, vice-pres. of the Kurth Malting Co., was recently elected a member of the Chamber of Commerce.

The Warehousemen's Corp., incorporated; capital stock, \$10,000; incorporators: F. A. Miller, W. Teipel and C. Nurth, Jr.; to deal in market grain, grain products, etc.

The Cereship Co., incorporated; capital stock, 7,500 shares of \$100 par stock; incorporators: H. M. Stratton, A. D. Bennett, Lawrence A. Olwell; a grain shipping concern to operate in connection with the Donahue-Stratton Grain Co.

## WYOMING

Fort Laramie, Wyo.—The Fort Laramie Grain Ass'n has been formed here.

Wheatland, Wyo.—The Cheyenne Elevator Co. has installed a new rope drive and made other improvements here recently, the York Foundry & Engine Wks. furnishing the equipment.

Gillette, Wyo.—Thieves gained entrance to the Sheridan Flouring Mills elevator recently by removing a pane of glass from one of the windows and stole \$15 from the cash drawer. They attempted to gain entrance to the Kirby & Stone Elevator the same night but were frightened away by the night watchman.

### Rain-shed Protects Driveway

Suffering from heavy rains causing water to enter the dump thru the driveway, J. E. DeWitt, manager for the Farmers Grain & Merc. Co. at Cullison, Kan., fathered the idea of building rain-sheds over the entrance and exit of the elevator driveway.

These are simply frames extending 7 ft. out from the driveway doors, and covered with 28 gauge corrugated iron. Seven feet of the sloping approach to the driveway are covered by it.

Mr. DeWitt cites the instance of a heavy rain driven on a gale-like wind that came after these rain-sheds had been completed. In spite of the wind the approach was wet only half way back under the sheds. No trouble was experienced with water getting into the dump and draining into the pit.



Star Mill & Elevator Co.'s Concrete Elevator at Hennessey, Okla.

### Reinforced Concrete Elevator at Hennessey, Okla.

For its size the new elevator of the Star Mill & Elevator Co., at Hennessey, Okla., is one of the most flexible from the standpoint of ease in handling grain.

A belt conveyor takes grain away from both a wagon dump and a car dump. Grain may be taken from elevator direct to mill by screw conveyor, it may be loaded into cars, or by throwing it to the west end of house may be put back into farmers' wagons. From 7 of the bins grain can be sacked.

The elevator is 40x53 ft., the tanks being 90 ft. high, and the head house 59½ ft. above tanks. The storage capacity is 100,000 bus. in 9 full tanks, 2 overhead tanks and 8 interstices bins.

One large overhead tank is divided into four compartments with outlets to two spiral conveyors carrying grain to mill buildings. These conveyors are operated by a 5 h.p. F-M inclosed motor, thru a belt drive. They also direct grain back to elevating leg.

Those tanks farthest from legs are reached with a spiral conveyor operated by a 5 h.p. F-M inclosed motor.

Grain is carried away from the dump pit in the basement by a 20-in. 4-ply rubber belt 50 ft. long. Outlets from tanks and interstices bins are to this belt conveyor, which empties into leg. From opposite side is a duplicate of this belt conveyor, bringing grain from the car-unloading pit, which is of steel, and this empties into second leg. Each of these conveyors is operated by a 10 h.p. F-M inclosed motor, thru a silent chain drive. Bearings are ring-oiling type.

The two elevator legs are steel incased to concrete walls. Each takes its power from an individual 15 h.p. F-M inclosed motor set just under the head, between the back and front legs with roller chains from jackshafts to head-shafts. Bearings are ring-oilers. The leg belts are 140 ft. from pit to leg head, 6-ply rubber, fitted with V cups set on 12-inch centers. Each leg has capacity for 2,000 bus. per hour.

All spouting is steel, with 10-in. well-casing for loading cars, and includes spout to old steel storage tank.

The equipment includes reinforced concrete truck dump of 2,000 bus. capacity with Kewanee Truck Lift; car shed with 500-bu. sink under track; two elevator legs, one being for the cars and the other for house and wagon dump; 2,000-bu. Monitor Separator; employes elevator; Fairbanks 2,000-bu. hopper scales; and 9 Fairbanks-Morse ball bearing electric motors, Link-Belt Chain Drives being used.

The car shed is frame, corrugated iron covered. Unloading is done from two tracks.

Dust from all parts of the elevator is collected thru piping leading to a fan driven by a 7½-h.p. F-M motor. The electric power wiring is intercontrolled so that no machinery handling wheat can be operated unless the leg to carry away the grain is in operation, choke-ups stopping the machinery automatically.

The car puller, belt conveyor, tripper, Munn valves, scale valves, trolley spouts, ladders, elevators, power shovel and all steel spouting were furnished by the J.B. Ehrsam & Sons Mfg. Co.

"The surplus of farm leaders" according to comment by President Hoover, is worrying him more than the wheat surplus.

"Make no mistake about it, in three years Russia will be the biggest wheat exporting country in the world," says Thos. D. Campbell, bonanza farmer of Hardin, Mont., who has been retained by the Soviet to superintend its farms.



## Grain Carriers

The opening of the Welland ship canal for use by large upper lake freight vessels will be postponed until the spring of 1931.

**Syracuse, N. Y.**—The barge Easton loaded with 25,000 bus. of Canadian wheat, sank in the barge canal near Syracuse, N. Y. The shippers will have to pay approximately \$10,000 duty on the sunken cargo.

A new extension thirty-five miles long between Vanguard and Meyronne, in Saskatchewan, is planned by the Canadian Pacific Railway, and is expected to aid in alleviating the drought situation in that section.

**Port Arthur, Ont.**—Towed with her whole cargo of grain into Port Arthur, the lake steamer Yorkton will go into the dry dock and her cargo be put into hospital treatment for the market. The Yorkton recently sank in 40 feet of water, shortly after clearing with her cargo.

Sixty-five Great Lakes freighters are now laid up, according to a recent survey. Owners appear to be following the policy of laying up vessels this year when rates fall below the paying level instead of continuing to operate at unremunerative rates as in former years. Some of these are full of wheat and will be used for winter storage.

**Davenport, Ia.**—The Western Flour Mills recently received at their new terminal their first shipment of wheat by barge from St. Paul. Three small barges carrying in all nearly 18,000 bushels brought the shipment, low water preventing the use of the large barges capable of carrying 65,000 bushels, which the terminal is equipped to handle.

Western railroads on Aug. 20 petitioned the I. C. C. to postpone from Oct. 1 to Jan. 1, the effective date of its order of July 1, which reduced freight rates applicable on grain shipments from the West to transcontinental destinations. "It is submitted," said the carriers' joint petition, "that wholly aside from the question of whether or not the order shall be vacated and set aside upon the petition for rehearing and reconsideration presently to be filed, it will be impossible to revise the tariffs and even meet the substantive requirements of the order within the time now permitted, and it is the best judgment of the traffic officers who have been actively and continuously engaged in setting the rates to comply with the order that the substantive requirements thereof cannot possibly be fulfilled prior to Jan. 1, 1931, on 20 days' notice.

According to utterances attributed to Secretary Hyde, he intends that the county agents appointed by him to say who are entitled to permits to ship hay, feed, live stock, or water under the drought emergency rates shall be strict in the administration of their trusts. Inasmuch as there are probably millions of men who still have the old idea that he is one who can cheat a railroad, it might be wise for Secretary Hyde to circulate among his county agents a copy of the Elkins anti-rebate law and section 10 of the interstate commerce law. The latter has to do with false billing. He might put on a sticker saying that the Commission had an able inquiry force that knew how to present evidence of the taking or obtaining of concessions from the published rates so forcefully that even the average district attorney could obtain the conviction of a giver or taker of a rebate or one who helped in such a transaction.—A. E. H. in *The Traffic World*.

The Burlington-Rock Island applied to the I. C. C. for authority to acquire trackage rights over 51 miles of leased lines of the T. & N. O. Railroad between Houston and Galveston, to open up a through route to Galveston from Fort Worth. The applicant is a jointly owned subsidiary of the C., B. & Q. and the C., R. I. & P. railroads, and the proposed link between Houston and Galveston, said the application, will permit the railroad to enter the Port of Galveston, and "thereby afford the public equal opportunities in the use of the public facilities at Houston and Galveston."

### New Railroad Construction

The Santa Fe has under construction 121 miles from Boise City, Okla., to Dumas, Tex. One new town will be located between Amarillo and Dumas, and several towns in the 36-mile stretch between Stratford, Tex., and Boise City.

Next year the Santa Fe will construct the 92-mile line from Boise City, to Las Animas, Colo., thru Pritchett, Colo., the exact route depending upon a decision by the Commission.

The Santa Fe proposes a spur from Spearman to Dumas, Tex., the route depending upon whether the company must use a track jointly with the Rock Island.

The Santa Fe has two years in which to start construction of the 105 miles of line from Felt, Okla., to Colmar, N. Mex., passing thru one town, Clayton, N. M.

Grain dealers desiring sites for elevators may present their applications to the field engineer, who is W. H. Rochester, at Amarillo, or to G. W. Harris, chief engineer, Railway Exchange Bldg., Chicago, Ill. The application will then go to the traffic department for approval.

### Emergency Rail Rates

Emergency rates on feed and cattle have been granted by the railways to take care of the drouth distress in various sections of the country. The tariffs provide for one-half of the local freight rates (not reshipping, or transit rates) and no switching charges will be absorbed.

The reduced rates apply only when shipments are covered by permits issued by the transportation office of the delivering carrier at point of destination in the drought area.

Permits for shipments will be issued upon approval of the County Agent or other representative of the U. S. Department of Agriculture designated by the Secretary of Agriculture. The permits will specify the commodity to be shipped, quantity (carloads), the shipping point, destination and the name of the consignee and consignor and the time limit in which shipments are to move.

The department's representative will investigate each application to ascertain whether or not the conditions are such that the reduced rates apply. His certificate must be filed with the local railroad agent previous to the movement of the commodity from the point of origin. The final decision as to the application of the reduced railroad rates in each case is made by the railroads. The reduced rates apply only when an emergency caused by the continued drought makes the shipment necessary. The rates are not applicable on livestock shipped to market or the movement of hay and feed in the normal channels of trade.

Persons desiring to obtain a permit authorizing the movement of the designated commodities must first obtain approval certificates from the agricultural extension agent of the county or other representative named by the state extension director to represent the U. S. D. A.

### I. C. C. Activities

At the solicitation of the Grain Stabilization Corporation, E. B. Boyd, tariff publishing agent for western railroads, has asked for sixth section permission making a one-year extension on transit grain held in storage at St. Paul, Minneapolis and Minnesota Transfer. The grain corporation has on hand 426,000 bus. of wheat on which expense bills will expire in September and about 1,500,000 bus. of wheat on which the expense bills will expire in October. The bills on tonnage expiring in September and October, Mr. Boyd said, had received the maximum extension limits possible under W. T. L. Circular 19-C, I. C. C. A-2076. In justification for the request of the extension, Mr. Boyd said that the grain corporation took over this wheat on May contracts and had been unable to find an outlet for shipment up to this time. He said that the grain corporation could not see any possibility whatever for a movement before the expiration of the expense bills covering the tonnage in the elevators at the points mentioned. Some of the grain covered by the expense bills has been in storage for three years. If the Commission grants the extension it will be possible for the wheat to be in the elevators for more than four years waiting for a favorable market or a market that would not be ruined, in a price sense, if the grain in storage were dumped upon it at this time.

The railroads which attacked the legality of the Commission's order in the so-called private car case, 571, have taken an appeal to the Supreme Court of the U. S. The carriers involved in this case are the L. & N., Illinois Central, B. & O., C. & O., and the Big Four. They contended, in the lower court, which decided against them, that it was no violation of the interstate commerce act for them to haul free the private cars of other companies when occupied by persons holding passes and that the hauling of such cars did not interfere with their duties as common carriers.

### New Complaints

**23671.** Consolidated Cottonseed Operating Co. et al., Memphis, vs. A. & M. Ry. & B. T. et al. Unreasonable rates and bridge tolls, cottonseed, points in Arkansas, southern Missouri and western Louisiana to Memphis. Ask rates and reparation.

**23692.** Los Angeles Grain Exchange, Los Angeles, vs. S. P. et al. Unreasonable, unjustly discriminatory, and unduly prejudicial rates and charges on grain and grain products, from Transcontinental groups, E. F. G, H and J to destinations in California. Asks for joint rates, charges and tariff provisions

**23677.** Sperry Flour Co., San Francisco, vs. G. N. et al. Unreasonable charges and rates, oats, points in South Dakota to Minneapolis, stored in transit at that point and later shipped to Portland, milled in transit at that point and shipped in form of ground oat feed to points in California. Asks rates for future and reparation.

**23635. Sub. No. 1.** Washburn Crosby Co., Inc., Minneapolis, vs. A. C. & Y. et al. Rates in violation sections 1, 2, 3 and 6 of act, grain, particularly wheat, purchased at Minneapolis, Kansas City, and elsewhere, which originated in Minn., Iowa, Kan., Okla., Neb., Colo., Wyo., Texas and elsewhere, milled into grain products at Minneapolis for destinations in states east of Indiana-Illinois state line and the state of Michigan. Other transit operators at Minneapolis and elsewhere preferred. Asks cease and desist order and reparation.



on grain and grain products, poultry and stock feed, over the Rock Island System and Southern Pacific not in excess of those now published in Toll's I. C. C. 1224, to destinations in California located on lines of the other defendants. The Globe Grain & Milling Co., Tarr & McComb, J. B. Hill & Co., and The Taylor Milling Co., of Los Angeles have filed similar complaints and they have been given sub numbers under 23692.

**23696.** The Larabee Flour Mills Co., Kansas City, vs. C. B. & Q. et al. Unlawful charges on wheat feed, produced from wheat shipped from Burlington points to Kansas City and there converted into feed and shipped beyond Kansas City. Asks for reparation.

**23710. Sub. No. 1.** Poultry Producers of Central California, San Francisco, vs. Central California Traction Co. et al. Inapplicable, unreasonable, discriminatory and preferential charges, grain, grain products and feeds, points in Nebraska and Kansas to California points. Competitors on lines of Southern Pacific preferred. Asks cease and desist order and reparation.

### Vessel Unloading Charge At Baltimore

*Grain Dealers Journal:* In your last issue of July 23 on page 112, first item under heading "Grain Carriers," is the following statement:

Grain loading costs from ships at Baltimore have been cut to 1c a bushel, the same as is now charged for unloading grain from railroad cars at the elevators. A number of grain shippers as well as shipping lines have been waging a fight for the reduction for years. At present between 6,000 and 10,000 bushels a day are being shipped to Baltimore by boats.

This statement is wholly in error as there has been no change made in the charge covering the elevation of grain from vessels by the Baltimore elevators, which elevators are all railroad owned and operated and the charges for services are covered by tariff filed with the Interstate Commerce Commission. The charge remains as heretofore 2c per bushel.

It is also erroneous in stating that grain shippers and shipping lines have been waging a fight for a reduction of this charge for years. While from time to time some individual firms have agitated a reduction, it has not been until comparatively recently, within the last month, that any general demand for reduction in these charges has been made, and the demand thus recently made was occasioned by a definite competitive situation which arose. The present status of the matter is that two of the three Baltimore carriers agreed to reduce the charge from 2c to 1c per bushel, providing such action met with the approval of the Eastern Trunk Line Ass'n, and the subject is now before that Ass'n.

As this error may cause considerable misunderstanding on the part of shippers to the Baltimore market I trust that in your next issue under the same heading you will clearly carry the necessary correction.—G. Stewart Henderson, Traffic Manager, Chamber of Commerce, Baltimore, Md.

[The original item was obtained from a source that we considered thoroly reliable, and for that reason was printed without investigation.—Ed.]

**Sinaia, Rumania.**—A conference of representatives of Rumania, Hungary and Jugoslavia met here July 22 to discuss formation of a bloc for the promotion of interests of grain exporters. The conference broke up Aug. 6 without having been able to agree on the Danube grain cartel. It did succeed in drafting a reply to an inquiry by the league of nations asking how economic co-operation could be achieved. It was decided to co-operate in building grain elevators.

### Export Grain Demurrage

Examiner Witters in 22934, the North Pacific Millers Ass'n, v. the C., M., St. P. & P., et al., recommends that the Commission find that the existing rules and charges for demurrage on export grain at ports in Oregon and Washington, are unreasonable and prejudicial.

This complaint, filed by flour mills in Washington, Oregon and northern Idaho, alleged that the defendants' export demurrage tariffs providing for free time on export shipments from ports of Washington and Oregon had been so construed and applied as to exclude its application to export shipments of grain or grain products made by the Fisher Flouring Mills Co. and the Tacoma Grain Co., and that the demurrage charges which defendants sought to collect were without lawful tariff authority, unjustly discriminatory, unduly prejudicial and unreasonable.

Witters said it seemed clear that due to its peculiar nature, the grain traffic required separate treatment from other commodities, in so far as export free time was concerned. He said that a practical solution of the problem and one which would be reasonable, non-discriminatory and nonprejudicial for the future would be a rule which would provide either 5 or 10 days' free time on cars of grain held at the ports of interchange in Washington and Oregon for export to foreign countries or to the possessions of the United States now named in the export demurrage tariff, when the grain or its products were actually exported either as grain or grain products; a rule which would provide that each exporter would be required to enter into an average agreement which would cover all demurrage charges, both domestic and export; a rule that in order to obtain the benefits of the export free time shipments had to be billed for export and actually exported; a rule providing that each exporter should furnish to the carrier or bureau responsible for the collection of demurrage a monthly statement of all grain or grain products moving from the dock which was not actually exported and a statement of all grain or grain products actually exported; a rule providing that an arbitrary weight of grain products should be considered the equivalent of an inbound carload of grain; a rule providing for readjustment of debits and credits in the average agreement account when it was determined that certain cars or their equivalents had moved into the domestic trade, and a rule that in order to obtain the export free time the identity of the grain or its product had to be so preserved as to show the inbound carrier which delivered it.

The examiner said that such a plan might be given a trial period if deemed necessary. He said the findings herein recommended, if prescribed, should be without prejudice to the adoption of a uniform period of export free time from all points of origin.

As to the outstanding demurrage charges the examiner said the Commission should find that demurrage was properly assessed on the basis of Jones' I. C. C. 2192 and former issues, except where grain or flour was billed by the complainants for export and actually exported as grain or flour through complainants' elevators and docks, in which latter case the tariff, Henry's I. C. C. 269, applied; that this tariff did not apply to grain milled at the dock, and that the application of such tariffs in the past was not unreasonable, unjustly discriminatory or unduly prejudicial.

**Buenos Aires, Argentina.** A grain elevator of wood construction burned July 21 with grain valued at \$420,000 owned by Bunge y Born, leading exporters.

### Insurance Notes

**Omaha, Neb.**—C. R. McCotter was honored by his associates in the Grain Dealers Fire Ins. Co. at a picnic and dinner tendered him July 12. To celebrate the completion of his 25th year of service he was given a fine watch by the field force and a seal ring by the office. About 75 were present at the picnic, including 12 men who were in from the field and the Omaha office staff of 25.

Gasoline filling stations constructed and operated without knowledge of the fire hazard imperil the grain elevator nearby. In states where no regulations are established by law operators can minimize the hazard to their own advantage by calling on the grain mutual fire insurance companies for an inspection of their premises, or for suggestions when planning to take up this side line.

**Commercial Chlorate of Soda**, a chemical used for killing weeds, is being stocked by a number of elevators. This material has a comparatively high oxygen content so that if it becomes spilled upon or mixed with other materials or substances of a highly combustible nature spontaneous ignition is very likely to result. When mixed with certain other chemicals such as sulphur, charcoal, sugar and the like, an explosive is formed. Chlorate of soda should be handled only in original containers and if these containers become broken accidentally or otherwise they should immediately be removed from the premises. It is preferable to carry the stock of this material in a detached warehouse or in some location not involving high values.—Our Paper.

**In Buenos Aires Province, Argentina**, 250 miles of new railroad will be built thru a grain region by the De Pietri Elevator & Railway Co., which has just increased its capital by \$16,200,000. The termini of the three sections of the road will be San Nicolas, Ramallo and Obligado.

The storage problem throughout the Pacific Northwest is critical, with large quantities of wheat being piled in the open at many points of the interior. The local export business was extremely slow for this season of the year.—Portland Grain Exchange.

### Death of A. F. Brenner

A. F. Brenner, for many years a resident of Minneapolis, Minn., and an enthusiastic worker in trade organization, died Aug. 11 at McGregor, Iowa.

He was proprietor of the Hartford Grain Co., at Hartford, S. D.



A. F. Brenner, Hartford, S. D.



# Supreme Court Decisions

Digests of recent decisions by State and Federal Courts involving rules, methods and practices of the wholesale grain, field seeds and feedstuffs trades.

**Personal Injury.**—Dock foreman's gross negligence in applying electric power, which brought together two box cars, crushing employee, held proximate cause of latter's death as matter of law.—*Fort Worth Elevators Co. v. Russell*. *Court of Civil Appeals of Texas*. 28 S. W. (2d) 320.

**Principal and Agent.**—Bank advancing money on draft accepted by defendant's agent was not required to see that Bs/L and cotton tickets attached thereto were valid. Where agent accepted drafts to defraud principal, principal must stand loss as against bank advancing money on drafts.—*W. C. Biggers & Co. v. First Nat. Bank of Kaufman*. *Court of Civil Appeals of Texas*. 29 S. W. (2d) 841.

**Chattel Mortgage on Crop.**—Chattel mortgage executed by husband and wife on crops to be grown on homestead property during following year held valid. Sales Act provision against sale of future goods of which seller has potential possession held inapplicable to chattel mortgage on crops to be grown (Acts 1919, c. 118).—*Cunningham v. Moore*. *Supreme Court of Tennessee*. 29 S. W. (2d) 654.

**Sale of Seed.**—Seller cannot justly recover for cotton seed without accounting for having sold buyer worthless bean seed. Where plaintiff and defendant lived in different parishes, defendant sued for amount due for cotton seed could bring demand in reconvention based on sale of worthless bean seed more than year before (Code Prac. art. 20).—*Rapides Grocery Co. v. Clopton*. *Court of Appeal of Louisiana*. 129 South. 257.

**Transfer of Title to Shipment.**—Where there is fraud in inception of negotiable instrument, indorsee holding instrument must prove he acquired it for value before maturity (Rev. St. 1925, art. 5935, §§ 55, 59). Defendant taking up B/L for buyer and paying draft drawn by seller became owner, buyer having executed bill of sale to him.—*Industrial Acceptance Corporation v. Corey*. *Commission of Appeals of Texas*. 29 S. W. (2d) 978.

Somehow or other all the talk of reducing grain acreage brings back to us the days during the war when the government urged the country to plow up the golf courses and sow them to wheat.—*Kansas City Star*.

**General Mills' net earnings** for the year ending May 31, as just reported were \$4,609,101, against \$4,154,786, for the preceding fiscal year. This increase in the face of depression in other lines of business reflects the ability of our food industries to continue business as usual. Net operating profits were actually \$7,338,157, against \$5,706,541, but the corporation paid out \$1,000,000 more in interest the past year.

## Grain Claims Bureau, Inc., Box 687, Station A, Champaign, Ill.

Freight claim audits of your account sales returns three times per year will save you several dollars in a year's shipping. Audits on a percentage basis only, no other costs. A trial is solicited.

W. S. BRAUDT,  
AUDITOR AND TREASURER.

## Crop Mortgage Ineffective

The First National Bank of Lind, owning a tract of land in Grant County, Washington, closed a sale of the land to Ben Madison and took from him a chattel mortgage on the crop to be grown. The sale contract was not recorded, but the mortgage was and indexed under the name Ben Madison. Madison, however, backed out of the deal and never went upon the land.

Ben told his brother, Frank Madison, to return the contract to the bank, and it would make a new contract with him. No sale resulted to Frank, as he demanded more favorable terms, but he consented to go on the land as a tenant; and the bank loaned Frank \$350 to enable him to sow fall wheat.

Frank cared for the crop and harvested it in the fall of 1928, the total crop amounting to 400 sacks of wheat, which he delivered to the warehouse of the elevator company, and sold to the elevator company four-fifths thereof, 320 sacks, as his own property, and left in storage with the elevator company one-fifth thereof, 80 sacks for payment of rent of the land. This one-fifth was a fair crop rent for the land and the usual crop rent collected by owners from renters farming as Frank had farmed the land. While Frank had gone into the possession of the land and farmed it by virtue of the agreement with the bank, there arose some controversy as to whether the bank or Ben was entitled to the one-fifth of the wheat as the rent. So Frank instructed the elevator company to deliver receipt therefor to whichever was entitled to it. The bank thereafter, instead of litigating the question of title to the one-fifth of the wheat, foreclosed its chattel mortgage against that portion of it, treating it as Ben's wheat, the bank having at least that right as against Ben. Thereafter, on December 12, 1928, the bank brought suit against the Milwaukee Grain Elevator Co. for damages for conversion of the 320 sacks of wheat it purchased from Frank. The Superior Court of Adams County gave judgment in favor of the elevator company and this was affirmed by the Supreme Court of Washington May 1, 1930.

**The Court said:** The contentions of counsel for the bank seem to be rested upon the theory that, since the chattel mortgage given by Ben to the bank upon the crop "to be grown during the crop season of 1928" was a valid mortgage under section 3779, Rem. Comp. Stat., though the crop was not then planted, any future planted or produced crop upon the land in the year 1928 would be wholly subject to the mortgage, though rightfully planted and produced by some one on his own account other than Ben the mortgagor. In any event, this is the contention which must be successfully made in order to render the four-fifths share of the 1928 crop produced by Frank subject to the mortgage given by Ben to the bank. We think our decision in *Third National Bank v. Kniffen*, 143 Wash. 434, 255 P. 378, in effect, squarely holds to the contrary of this contention. Our possibly somewhat unnecessarily detailed summary of the facts of this case, we think, makes it clear that Frank did rightfully, on his own account, plant and produce the 1928 crop upon the land in legal effect as the tenant of the bank as between him and the bank. This is enough to entitle him to the ownership of the four-fifths of the crop so produced by him, as against the bank, and free from its mortgage lien.—287 Pac. Rep. 678.

## Appliance for Getting Bin Temperatures

By F. A. PETERSON, Newport News, Va.  
The elevator man worrying about the grain heating his bins can ease his mind by using an appliance made as follows:

Cut a one-half inch pipe 18 ins. long.  
Saw a  $\frac{3}{8}$  inch slot 6 ins. long in one end.  
Thread other end.

Bend one inch of slotted end to make a point, and rivet point to keep from spreading.

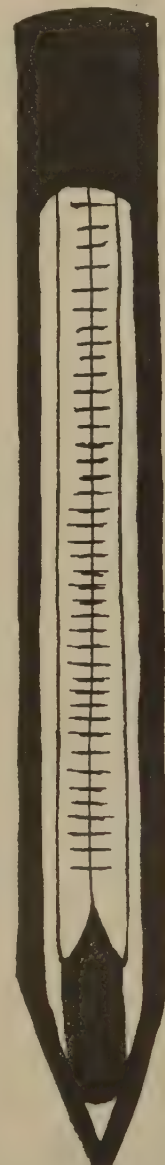
Insert a thermometer, such as is used in moisture testers, first padding it for protection against breakage while in pipe.

Couple sections of pipe to this and push down into grain and let stand about 20 minutes. Pull out and read at once, adding 32 to the reading for Fahrenheit. The device is shown in the engraving.

We have had fine success with this and feel that it is well worth the small cost to make.

Mexico's new wheat duty is a retaliation against the new United States tariff, thus U. S. wheat growers are hit to benefit U. S. vegetable growers.

Dr. R. J. Haskell, plant pathologist of the U. S. D. A., says that plant diseases cost this country \$1,500,000,000. That is approximately \$250 for each farmer in the country. Here is an opportunity for the Farm Board to do something that would be really worth while.



Appliance for Getting Bin Temperatures



## World's Grain Situation

Paper prepared by Kent Kellholtz for Michigan Grain, Feed & Hay Dealers Ass'n and read by Siva Bender.

When asked to present some statistics to the members in convention here, I immediately recalled one of the first statements made by my beloved partner, Mr. Southworth, that "Figures don't lie, but liars will figure." Statistics are usually dull, and for that reason I will only hit the high spots.

The grain trade is full of romance. A large majority of the persons connected with the trade work up from boyhood and devote their entire lives to the business. I am following the footsteps of Mr. Southworth, who spent over a half century in the grain trade. This is my 28th year. Its ever-changing conditions have a fascination which lend a thrill to the trade.

Recently the Chicago Board of Trade, with its 1,600 members scattered throughout this and foreign countries, dedicated its new 44-story building after 82 years of continuous service. The Chicago Board of Trade furnishes facilities and protection for farmers and dealers everywhere, and its quotations can be found in 540 cities and towns throughout the United States. To prevent the possibility of corners, 17 different grades of wheat are deliverable on future contracts. They are made up of three varieties of wheat, and are applied from 1½c premium to 5c discount, according to grade.

Many factors go to make up the price of grains. Wheat is a world commodity. More or less wheat is raised in almost every civilized country. Harvesting is continuous throughout the year, starting with Australia in January, and finishing with Argentina in November and December. In this country harvest starts in May in Texas, and finishes in the Dakotas in August. Harvesting throughout Europe is slightly later, but continues during most of that period. The weather plays the most important part in price making, as the volume of the crops is so largely dependent upon it. Government figures show that 41% of the damage done to crops is due to lack of moisture, and only 8% to excessive moisture. The remainder is made up of other climatic conditions, plant diseases and insects. After the crop is produced it is then supply and demand that makes the price.

Small crops frequently bring larger returns to the producer than large ones, due to a higher level of prices. They also influence the price of other commodities, usually resulting in substantially larger returns. Our big wheat crop of 1915 brought the farmer only \$15.58 per acre, whereas two years later the returns brought him \$31.68. Back in 1900 they ran as low as \$7.61. Until recently the pre-war figures of July, 1914, when Chicago May wheat sold at 84½c, stood as the lowest for recent years. During the war cash wheat sold as high as \$3.25, and later in January, 1925, May wheat reached \$2.05½. This has been termed the Cullen year, and many of us can still recall it.

In contrast to the bumper crop of 1925, when 1,025 million bushels of wheat were produced in this country, a crop of only 636 million was raised the next year, and a like amount in the following year. Similar extremes are shown in exports, which have ranged from 44 million in 1905 to 366 million in 1921. The Food Administration which arranged for credits to European countries was largely responsible for the maximum clearances from this country that year. Our visible supply has ranged from less than a million to over 194 million. Our per capita consumption of wheat averages slightly less than five bushels per person. France and Italy are larger consumers, France leading with an average of 7.5. Germany consumes more rye and limits its wheat diet to 2.3. In India the consumption is less than one bushel.

An import duty of 42c per bushel keeps wheat produced at lower cost in other countries from our shores, except for some Canadian wheat which is milled in bond. Although our country is growing rapidly, gaining 17 million population in the past ten years, there should never be any fear as to our ability to produce all our domestic requirements. Strange as it may seem, the area of the state of Texas alone is larger than all the acreage put to wheat and corn.

Enough for the past. What about the present and future? While harvest was bringing increased returns of winter wheat, spring wheat was suffering from drought, and our total estimated crop of 821 million bushels is somewhat below the five year average. This with our larger carry-over

would have been burdensome, without an extraordinary export demand, had it not been for the calamity which has befallen the corn crop. Due to a reduction in the corn crop of around 600 million bushels, owing to the most serious heat and drought this country has experienced in many years, our normal demand of wheat for feed is likely to be increased from 35 to over 100 million. Bread consumption may also be larger due to its comparative cheapness and the shortage of vegetables. The Government's August corn estimate of 2,212 million compares with five crops of over three billion bushels produced and consumed in this country. Exports are usually small compared with the size of the crop, and around 85% is actually consumed on the farms.

The Canadian wheat crop also suffered from drought and rust damage, and while returns should be substantially higher than last year's small crop it may be 200 million under her record crop of 1928. While we have been suffering from the most serious drought in years, crops in Europe are being damaged by excess rains. Contrasting the situation in France of a year ago when she had liberal amounts of wheat for export, France will probably require imports of 150 million to keep her bread basket filled this year. Italy also suffered from crop damage, and will probably require 75 million more than last year. These shortages and the fact that the carry-over in Europe is probably 115 million less, and Argentina has 80 million less, to compete with us during the remaining months of this year, our wheat should find a ready export demand during the coming months.

Russia is not a great factor, but sufficient to give European buyers ammunition to restrain our bullish enthusiasm. It is thought she may export 35 million more than last year. With the amount of American farm machinery which is being exported each year she will no doubt become a greater competitor in the export field from this time on. The Canadian wheat pool's inability to advance the farmer over 60c per bushel compared with \$1.00 last year also puts a damper on the market.

Political and industrial conditions are important factors in price making. Calvin Coolidge recently confirmed the thought the grain trade has had for years in his statement that "Value is a matter of opinion, and it is not possible to repeal the law of supply and demand." He added that not even the U. S. Treasury is powerful enough to put an arbitrary price on the great world staples with any permanent success, pointing out the failure of other countries to regulate the price of different commodities.

So you can see that with so many influences the grain man of today must be alert. He must keep his ear to the radio, his eyes to the newspaper and conduct his business on the day to day information he is able to secure. With a known shortage in corn and hay, and only a moderate sized crop of oats, the foundation is laid for higher prices than would have been possible due to the poor industrial conditions. This and other conditions throughout the world, previously stated, should attract buyers for wheat at prices which are only slightly above the lowest prices since pre-war days.

## Predicts Calamity in Case of Failure

"Radical legislation" or a "class conflict" will result if the Agricultural Marketing Act fails, Carl Williams, member of the Federal Farm Board, predicted in an address, Aug. 7, at the Institute of Public Affairs at Charlottesville, Va.

Mr. Williams stated Aug. 8 that he spoke from notes and had made no copy of his speech. The section referring to effects of failure of the Agricultural Marketing Act, however, he said, was as follows:

"If the Agricultural Marketing Act by any possibility fails, one of two things will happen: Either some really radical legislation will follow or no legislation will follow. If no legislation follows, and nothing is done to stem the tide against agriculture, one of two things will happen—either American farmers will in time sink to the level of the European peasant or they will finally arise in wrath and blood may be shed in the resultant class conflict."

## Farmers Union Exposed

The Farmers Educational and Co-operative Union of America, Illinois Division, got 68 farmer union members to sign notes for \$34,000 and borrowed the money at the bank on the notes to buy the elevator, at Manteno, Ill.

The Union started a second elevator, instead, to compete with the successful Farmers Elevator Co., and the farmers complain that with two elevators it is costing \$6,000 a year more to market their grain than before the Union came in.

Thoroughly disgusted with the operation of the Farmers Union in Illinois Lawrence E. Farlow, sec'y of the Farmers Grain Dealers Ass'n of Illinois, recently sent a letter to members, from which we take the following:

This report has to do with the Farmers Educational and Cooperative Union of America, Illinois Division, and the promoters who are sponsoring it. By trying to break up meetings called by and for the Farmer Elevator stockholders it has branded itself as lacking all regard for the rights of others.

In Kankakee County, and we use this as an example because their operations have covered a longer period of time in this locality than in any other, they have created a condition of discord and strife never before witnessed in agricultural circles.

At Manteno, Ill., they have compelled the Farmers Elevator to sell one of their properties and the only tangible result of the split-up at this station has been an increase in the over-head expense of about \$6,000 per year. This most naturally is being paid by the producer—the farmer himself. Through a system of high powered promotional salesmanship they signed up a number of farmers for a period of ten years, five years or for any period of time that it was possible. Their contracts are iron clad with but very few loop-holes. It is a one-way contract. It compels the farmer to do everything for the Union and the Union in turn promises to do little or nothing. The only thing the Union guarantees is that they will "Deduct" sufficient amount to care for all expenses. No one who is honest with himself can possibly expect that these "deducts" will be any less than the absolute maximum that the farmer will bear. This has resulted in failures to comply with their contracts. The Union in turn instituted suit against one of its members at Manteno. The case was tried in the Circuit Court. A verdict was rendered in favor of the defendant—the farmer. The Union immediately carried it to the Appellate Court, once more the farmer won but it was a hard earned and expensive victory. Now they have appealed it to the Supreme Court. Evidently they hope that ultimately they will have exhausted all of the resources of this member.

At Papineau, Ill., they operated an elevator for a time under lease, which they later purchased at receiver's sale. The court ordered it resold. Public sentiment has become so inflamed against this Union, particularly against the tactics of its high pressure salesmen that they had planned for a few farmers to purchase it in order to eliminate the Union. That was not necessary as an individual purchased it.

At Martinton, Ill., they have used every method known in their attempt to disrupt the community and destroy the Farmers Elevator. The same thing is equally true at every point they have touched.

The Farmers elevators of the surplus grain states have succeeded. They have grown in strength and number during the last quarter of a century because they have dealt fairly and squarely, have been economic and have rendered service. They have been constructive, never destructive. Much of the credit for this wonderful system goes to the men who have controlled and operated these 4,500 farmers elevators, yet these loud mouthed promoters would undermine, condemn and destroy them as well as all other sound business. They would leave nothing but their own Union. It is a pitiful spectacle. God forbid the day when the farmers of Illinois would turn their business over to these promoters and appoint them to act as their conservators.

Remember promises made by promoters are easily broken, but a contract signed by a responsible farmer may prove to be very binding. It is easier to keep out than to get out after you have signed on the dotted line.

One-fourth of the national income of the United States is spent for food products.



## Supply Trade

**Silver Creek, N. Y.**—The S. Howes Co. has installed a complete working plant at Silver Creek, where those who are interested may see all kinds of stock feeds and poultry mashes cubed or pelleted.

**Schenectady, N. Y.**—Many industrial applications are possible of the new device known as the photo-electric relay announced by the General Electric Co. The new relay is essentially a vacuum tube device, and uses both the photo-electric tube and the pliotron. An example of application would be in counting items such as bags of material, or boxes, where mass production is involved. As each item passed thru the essential beam of light it would cause the photo-electric relay to operate, and actuate a magnetic counter. Other examples would be stopping a paper machine when the paper breaks, aligning the paper on the rolls of the same machine, turning electric signs or signals on or off depending on the intensity of the outside light, deflecting packages on conveyors, and operating bag piling mechanisms.

### M. D. Bell Now Consulting Engineer

M. D. Bell has resigned as general superintendent for the Washburn-Crosby Co., Inc., to engage in the profession of consulting engineer on his own account, with offices in the Flour Exchange Bldg., at Minneapolis, Minn.

For more than 20 years he has been identified with the engineering and construction work of the Washburn-Crosby Co., during which time he gained valuable experience in the application of power, building construction, plant maintenance and the technical problems of elevator and mills, supplementing a course in mechanical engineering at the University of Minnesota, from which he was graduated in 1907.

Mr. Bell was in charge of engineering and construction when the new units of the company were built at Buffalo, Chicago and Kansas City; and was directly in charge of the reconstruction of the "A" mill, burned in 1928, and which is now considered one of the most efficient operating units of the Washburn-Crosby system.

He plans to serve operators of grain elevators, feed mills and flour mills, in design, construction and plant operation, with a view to reducing first costs and achieving economy in operation.



M. D. Bell, Minneapolis, Minn.

If you had a small boy and the bully of the streets was attacking him would you wait until the fight was over or get into the scrap? You would assist him when he needed it, of course. The moral is, don't desert your business when hard luck has pounced upon it, but bring to it the reinforcements of vigorous advertising and promotion.—V. B. Russell, Dennison Mfg. Co.

**Ft. Dodge, Ia.**—At a special meeting of the stockholders of the Rosco Huller Co. three directors were elected to fill vacancies until Jan. 1. These vacancies occurred thru the death of J. R. Mulrone, the resignation of S. N. Tremper and a stock transfer. The following were elected: A. B. Sayles, E. M. Klapka and Dr. W. F. Carver. L. P. Heldridge and F. S. Battin, who have been active in the company's management for some time, complete the directorate. Following the stockholders' meeting the board of directors elected the following officers: E. M. Klapka, pres., Dr. Carver, vice-pres., L. P. Heldridge, sec'y, F. S. Battin, treas.

**Chicago, Ill.**—Knowing the temperature of grain in bins, at all times, saves unending trouble and worry as well as expense incurred in turning the grain to protect it against heating. The Zeleny Thermometer System has long been used in many of the country's elevators, and the majority of the elevators being built today are being equipped with this system, in order to keep an accurate record of the temperature of stored grain. The Zeleny Thermometer Co. has just issued a catalog which describes its system in detail. A copy of this catalog will be sent Journal readers who write the company.

**Federal Trade Commission** hearings concerning cottonseed prices were resumed at Atlanta, Ga., on July 7. There has been much conflict of testimony thus far, with charges of deliberate price fixing occasionally made and as frequently denied.

### Death of Stephen Soars

Stephen Soars, age 67 years, died at his home in Muncy, Pa., July 29th following an illness of several months. He was born in New York City, Dec. 28, 1862 and came with his parents to Muncy when a small boy. His father took up farming. At the age of 18 years Mr. Soars entered the services of the Pennsylvania Railroad and served faithfully for 18 years, when he resigned to accept the position of Treasurer of Sprout, Waldron & Company, Inc., manufacturers of flour, feed and cereal milling machinery which position he held until his death. His duties took him to all parts of the United States and many foreign countries. In 1889 he married Miss Lucilla M. Sprout, daughter of one of the founders of the firm, who survives him together with one daughter, Mrs. Ellen Shields and one son, Harold M. Soars, both of Muncy.

THE strategy behind the doubling of our advertising appropriation was: first, past results not only justified but demanded an increase of that appropriation. And we did so because others were laying off—because our promotional dollar, if wisely spent, would have less competition now than in the more avowed prosperity periods when for reasons of human weakness practically everyone is more lavish with advertising expenditures.—E. N. Hurley, Jr., Pres., Hurley Machine Co.

### S K F Develops New Type of Felt-Seal Ball Bearing

S K F Industries, Inc., has developed a new type of patented Felt-Seal Ball Bearing possessing a number of distinctive features which mark a radical improvement in this type of bearing. A felt seal is provided as an integral part of the bearing, thus making it necessary for the machine manufacturer to provide only one housing enclosure.

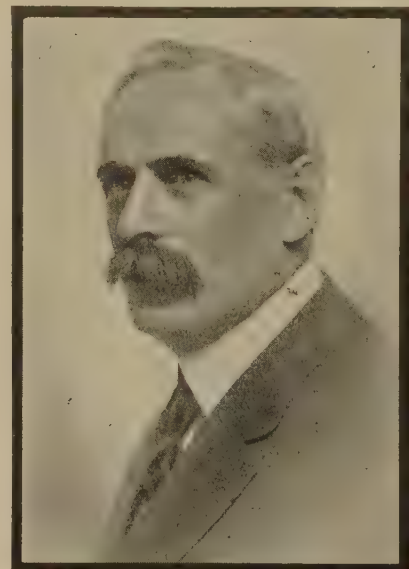
The outer and inner races as well as the balls in the S K F Felt-Seal Bearing are made of high carbon, chrome alloy steel hardened throughout. The bore and outside diameter are ground to international standard dimensions and tolerances, the same as the corresponding standard single row bearings. The width, however, is slightly greater than the standard dimension of a single row bearing in order to accommodate the felt seal. The tolerances on eccentricity of the outer and inner races are also international standard tolerances for single row ball bearings.

The inner race projects a little beyond the face of the seal in order that the bearing may be pulled off the shaft at any time without the possibility of damaging the seal plates.

The seal consists of an inner steel plate which is dished at its periphery and bears against a shoulder formed on the outer race. A removable felt of substantial size comes next, then a dished steel end plate, after which a split steel ring is fitted into a groove in the outer race to hold the assembly in place. An idea of the construction and the relation of the various parts can be gained by reference to the cross-sectional view of the S K F Felt-Seal Ball Bearing given herewith.

An outstanding feature of the design is the ease with which the seal may be disassembled at any time and new felts applied. To disassemble the seal, it is merely necessary to spring the split steel ring out of the groove in the outer race after which all the other component parts of the seal may be readily lifted out. The entire procedure of disassembling and re-assembling is only a matter of a few minutes time.

**Hog cholera** destroys more hogs in the United States than all other diseases combined. The losses have amounted to more than 6,000,000 hogs in one year, and the money losses reach millions of dollars yearly.



Stephen Soars, Muncy, Pa.



**Relieving the Grain Congestion**

By E. J. BELL, JR., FARM BOARD ECONOMIST

It is interesting to note that since 1923, 35 million bushels have been added to the capacity of public and private elevators at Minneapolis and Duluth. This increase in terminal capacity has not by any means taken place as rapidly as the carry-over has increased, but it is significant to note that as soon as our visible supply began to build up from one year to another, operators of terminal elevators found it profitable to construct additional space. The largest increase of any year has been in the past twelve months, indicating that the extremely large carry-over made terminal elevator operation unusually profitable. Largely because of this expansion in terminal elevator space there were, on July 1, 1930, about five million bushels more available space unfilled at Minneapolis, Duluth and Chicago combined than there were on the same date in 1929.

In connection with this subject, it is important to note that the railroads are able to take care of the crop under almost any situation, providing cars could be unloaded at the terminals. When it is impossible to unload the cars as they arrive on account of large stocks of grain already on hand, the problem of the railroads is very difficult to solve. One possible method of relieving congestion at the terminals would be to hold the wheat at sub-terminal diversion points from which the crop can move to different markets or direct to mills. In this way the rolling stock would be used for a short haul in the rush season and for a long haul during the remainder of the shipping period. It has been suggested by some that this would make it easier for the railroads to handle the crop by more efficient use of their rolling stock. Whether or not this is a safe conclu-

sion is probably open to discussion. In any event there are probably diversion points at which subterminal facilities can be profitably constructed. It is important to consider, however, that so far no private grain merchant has seen fit to construct such facilities in the Northwest, although there are many such points in the hard red winter wheat belt. Therefore, farmers and their associations should be extremely cautious in locating facilities where no grain merchant has previously found it desirable to do so.

By way of summarizing this discussion on congestion and methods of preventing it, we should like to emphasize that congestion is caused by excessive carry-overs, by slow movement to mills and exporters and rapid movement from the farm. All of these situations were present last year.

The effects of this congestion have been to increase the cost of handling wheat and to increase the "carrying charge."

**Grain Elevator Construction Favored by Buenos Aires Market**

The future trading organization on the Buenos Exchange, known as the Mercado de Cereales a Termino de Buenos Aires in presenting its 22d annual report shows a profit of \$1,412,505.72, part of which will be distributed by a dividend of \$3,000 to each broker who is a member.

The directors point out the necessity for storing and financing the country's crops and the necessity for grain elevators.

The Argentine Republic has only 24 grain elevators with a total capacity of only 400,000 tons, while the average annual grain yield is 14,770,000 tons. The leading newspaper, *La Prensa*, estimates that Argentina needs 900 country elevators and 100 terminal houses.

**Bar Criticises Subversion of Constitution**

F. Dumont Smith, chairman of the com'ite on American Citizenship of the American Bar Ass'n, now meeting in Chicago, says: In bringing before congress the necessity for some form of farm relief Mr. Hoover laid down the line upon which congress could proceed, and the matters which they must avoid in any legislation on the subject. He said:

Certain safeguards must naturally surround these activities and the instrumentalities that are created. Certain vital principles must be adhered to in order that we may not undermine the freedom of our farmers and of our people as a whole by bureaucratic and governmental domination and interference. We must not undermine initiative. There should be no fee or tax imposed upon the farmer. No governmental agency should engage in the buying and selling and price fixing of products, for such course can lead only to bureaucracy and domination. Government funds should not be loaned or facilities duplicated where other services of credit and facilities are available at reasonable rates. No activities should be set in motion that will result in increasing the surplus production, as such will defeat any plan of relief.

With such limitations imposed by the President in his advice to congress we had a right to feel secure that the constitution would not be invaded or evaded. What happened? Congress adopted a measure that violated every principle laid down by the President, ignoring the safeguards to which he called attention and went absolutely counter to his recommendations. To our astonishment Mr. Hoover signed this measure without a word of protest or comment.

There doesn't seem to be much left of the Farm Board but the Hyde and a Legge.—Denver paper.

# Hess Direct Heat Driers

Have all the advantages and flexibility  
of Hess Steam Heat Driers

WITHOUT

Expense and Bother of Steam Boilers

*Simple to Install Simple to Operate Automatic*

**HESS DRIERS ARE PATENTED**

WE DO NOT INFRINGE THE PATENTS  
OF OTHERS. WE GUARANTEE THIS.

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CHICAGO, ILLINOIS

**HESS DRIER COMPANY OF CANADA, LTD.**

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1,000 Bushel Hess Direct Heat  
Drier and Cooler

Crowell Elevator Company  
I. C. Railway Elevator, Omaha, Nebr.

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# Field Seeds

## Seed Trade Notes

Winter wheat planting will soon be started and the experts at all of the colleges say farmers cannot afford NOT to treat the seed for smut.

Donald S. Payson has been made manager of the traffic bureau of the Farm Seed Ass'n, with an office in Washington, D. C., effective Aug. 25.

It is too early for farmers to begin worrying about good seed corn, but it is not too soon to begin to think about it. There are already some who predict a shortage of high germination seed next spring.

Production of white clover seed is expected to be much shorter than last year in Wisconsin but about the same as or somewhat smaller than the year before in Idaho and Louisiana, according to information obtained from growers and shippers by the U. S. Bureau of Agricultural Economics. The 1929 crop was larger than the one in 1928.

Secretary Hyde, last week announced that the \$800,000 remaining, of the \$6,000,000 appropriated at the last session of Congress for flood relief, would be used for seed loans in certain of the drouth stricken areas. As the original appropriation measure specified the states in which the money was to be used, that restriction will have to be observed, thus limiting the use of this particular fund to Indiana, Missouri, Montana, Ohio and Virginia.

By a recent decree of the French government, the amount of French wheat which must be used in making flour for consumption in the form of bread is lowered from 97 to 90 per cent, the Department of Commerce is informed in a report from the American Consul in Paris, Robert D. Murphy.

## Directory

### Grass and Field Seed Dealers

- AMARILLO, TEXAS.**  
Hardeman-King Co., field seed merchants.
- BALTIMORE, MD.**  
Wm. G. Scarlett & Co., wholesale and merchants.
- CHICAGO, ILL.**  
Warren-Teed Seed Co., field seeds.
- CONCORDIA, KANS.**  
The Bowman Seed Co., wholesale field seeds.
- COUNCIL BLUFFS, IOWA.**  
Council Bluffs Seed Co., seed corn, nothing else.
- KANSAS CITY, MO.**  
Rudy-Patrick Seed Co., field seed merchants.
- LOUISVILLE, KY.**  
Louisville Seed Co., seed merchants.
- MILWAUKEE, WIS.**  
Courteen Seed Co., field seeds.
- MINNEAPOLIS, MINN.**  
Northrup King & Co., field seeds.
- PHOENIX, ARIZ.**  
Capital Fuel & Feed Co., hay, alf., Berm., sor. seeds.
- ST. JOSEPH, MO.**  
Mitchellhill Seed Co., wholesale field seeds.
- ST. LOUIS, MO.**  
Cornell Seed Co., field seed merchants.  
Mangelsdorf & Bros., Ed. F., wholesale field seeds.
- SEDGWICK, KAN.**  
Sedgwick Alfalfa Mills, field seed merchants.

## Selling Seeds in Missouri

In a bulletin put out by the Mo. State Board of Agri., there is the following comment on violations of that state's seed laws:

One of the most common violations found is that a dealer has conceived the idea, some way, that the law does not apply to locally grown seeds, or those grown in the neighborhood and brought to the local seed store or elevator to be sold.

The law applies to all seeds mentioned in the law, no matter when nor where they grew, including the farmer selling seeds to his neighbor for direct seeding purposes, after having advertised the same. Under those circumstances he becomes a dealer or "vendor," and is subject to every provision of the law. Too many farmers seem to be strongly entrenched in the idea that the producer has the unabridged right to sell the products of his own toil, as he pleases. That is all very true, in the main, indeed, but the grower does not have the right to sell buckhorn and call it "clover." He can sell water, if he wants to but he must not sell it as "milk." In other words, the farmer has no more right to misrepresent what he sells, whether it is his own growing or not, than has anybody else to commit a fraud. If the farmer's seed is 1% of clover and 99% weeds, he is wholly within his right to sell the same, in the event he sells it for what it is.

**Using Second-Hand Bags.**—Another violation is where seeds have been sold from labeled sacks used for containing other seeds, but with the labels not removed, without turning the bags inside out. This violation by the dealer is liable to get him into trouble, and it has made trouble and embarrassment for the firm whose name the sack or the label bore. I found in one instance where I had recommended a certain brand of seed as being good, when a farmer spoke up and said that he got pretty badly "burned" by buying that brand.

Investigation revealed that he bought seed that had been secured locally and put it into a sack belonging to this company that had labeled the sack. The locally grown seed that had been put in it was very bad, yet this farmer bought it, believing that he was buying that company's brand.

This violation was wrong on the part of the dealer, infesting this man's farm with noxious weeds, and doing an injustice to the wholesaler under whose brand he sold it.

In such cases when a sack is used with the dealer's trade-mark on the outside, the sack should be turned inside out and the tag removed.

**"Acting as Farmers' Agent."**—Another violation comes where a dealer says he is "acting only as agent for a farmer," who has left the seed with him to be sold. He can act legally as agent, only when this seed is properly labeled.

**Misbranded or Misleading Bags.**—Another violation that I have found in several cases is where the seed has been misbranded. In one store, there was a sack of clover seed of most excellent quality, the label indicating it to be good. Yet the buyer was given seed of lower grade from other sacks in the back room. It seems this dealer was keeping one sack to be seen, and the others to be sold. This is not only a violation of the labeling law, but a fraud as well.

One lot of seed of alsike clover said "no noxious weeds" on the label. Analysis indicated 86 red sorrel seed, 5 Canada thistle, 5 buckhorn, each in a five-gram sample. In many of these violations, especially where there has been misbranding, the dealer seems to get the idea that the concern from which he bought the seed is responsible. The wholesaler is responsible to the retailer, but the final buyer is looking to the last seller to shoulder the responsibility—and the seller is responsible to the buyer.

This clearly indicates that the retailer should be on his guard to try to know that the seed has been properly labeled.

## Toledo Seed Prices

The following table shows the range of prices for seed on the Toledo market for cash and the futures for clover and alsike as of Aug. 23:

Clover:	High	Low	Close	Yr. ago
Domestic cash .....	\$14.25	\$14.00	\$14.00	\$14.50
Prime choice cash.....	14.55	14.30	14.30	.....
October .....	15.25	15.00	15.00	13.25
December .....	15.25	15.00	15.00	13.55
March .....	15.75	15.50	15.50	.....

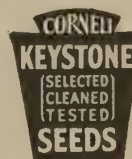
### Alsike:

Cash .....	12.00	12.00	12.00	10.70
October .....	12.25	12.25	12.25	10.90
December .....	12.50	12.50	12.50	11.10

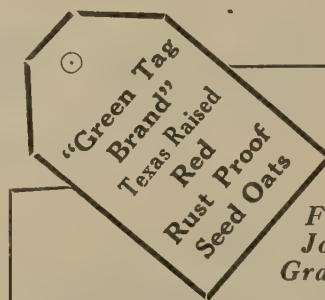
Broadcasting of the grain markets by the St. Louis Merchants Exchange over station KSD occurs at 8:40, 9:40, 10:40, and 11:40 a. m., 12:15, 12:40 and 1:40 p. m.

From now until November politicians will be so busy saving the farmer it might be just as well to take a vacation. I notice the Democratic National Committee has adopted as a slogan "The Failure of the Farm Board"—Alexander Legge.

Trading in wheat on the Paris Grain Exchange was suspended temporarily July 22 following an exciting session in which the price of wheat advanced from 130 to 175 francs (\$6.66). The Exchange has fixed a maximum price of 160 francs.



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FIELD SEEDS  
BUYERS & SELLERS  
ST. LOUIS, MO.



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Johnson  
Grass Seed

**McGregor Milling & Grain Company**  
McGregor, Texas

## LOUISVILLE SEED CO.

BUYERS AND SELLERS

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**SUDAN MILLET and CRANE**  
WRITE FOR SAMPLES AND PRICES

**RUDY - PATRICK SEED CO.**  
Kansas City, Mo.

## ED. F. MANGELSDORF & BRO.

Buyers and sellers of Sweet Clover, Alfalfa, Clovers, Timothy, Grasses, Fodder,  
Seeds, Sudan Grass, Soy Beans, Cow Peas  
St. Louis, Missouri



## Seed Inspections in Illinois

During the fiscal year ending June 30, 1929, the Seed Laboratory of the Illinois Dep't of Agriculture analyzed 4,261 samples of seeds of which 659 were condemned as unsalable. During the preceding year 7,455 samples were analyzed and 1,165 declared unsalable.

The following table gives the total number of salable and unsalable samples received in each of the past ten seasons:

Season	Salable	Unsalable	Total
1919-1920	2,944	377	3,321
1920-1921	8,169	996	9,165
1921-1922	5,519	713	6,232
1922-1923	6,803	884	7,687
1923-1924	3,341	453	3,794
1924-1925	3,646	711	4,357
1925-1926	4,002	398	4,400
1926-1927	3,488	291	3,779
1927-1928	6,290	1,165	7,455
1928-1929	3,602	659	4,261

Total .....47,804 6,647 54,451

The samples analyzed during the last fiscal year consisted of the following number of each kind:

	Salable	Outside of State	Total
Red clover	1,658	27	1,685
Timothy	801	13	814
Sweet clover	468	16	484
Mixture	159	21	180
Alsike	175	2	177
Alfalfa	111	14	125
Mammoth clover	67	3	70
Red top	26	..	26
Millet	15	..	15
Sudan grass	3	2	5
Dalea clover	4	..	4
Blue grass	4	..	4
Hubam sweet clover	4	..	4
Japan clover	3	..	3
Flax	2	..	2
White clover	1	..	1
Kaffir corn	1	..	1
Fescue	1	..	1
Rape	1	..	1
Total	3,504	98	3,602

	Unsalable	Outside of State	Total
Red clover	424	5	429
Sweet clover	74	..	74
Mixture	42	11	53
Timothy	37	..	37
Alsike	28	2	30
Mammoth clover	19	3	22
Alfalfa	10	..	10
White clover	4	..	4
Total	638	21	659

The unsalable samples this year were 15.44 per cent of the total number analyzed while the preceding year, with a larger number of samples analyzed, the percentage was 15.63. The percentage of unsalable for the season 1926 and 1927 was 7.7. The increased percentage of unsalable samples of seed is evidently due to improper methods of cleaning or not cleaning before sampling.

The following table gives the number of samples in which the noxious weeds, as defined in the Seed Law, were found:

Curled dock	1,893
Buckhorn	1,074
Field sorrel	619
Clover dodder	229
Wild mustard	134
Wild carrot	38
Canada thistle	22
Ox-eye daisy	16
Quack grass	8
Alfalfa dodder	7
Field dodder	3

The presence of noxious weeds in any seed analyzed determines its quality. When they are present in greater numbers than the proportion of 1 to 5,000 the name of each must be shown on the tag. Seed is prohibited from sale when it contains Canada thistle, quack grass, dodder, Wild carrot or Wild Mustard, singly or collectively, in greater proportion than 1 to 1,000 of the crop seeds, also when Buckhorn, Field Sorrel, Curled dock, Ox-eye Daisy or corn cockle is present either singly or collectively in greater proportion than 1 to 500 of the crop seeds.

During the past year \$395.25 was collected for analyzing samples of seed. This amount was turned over to the State Treasurer, as required by law.

Feeding wheat to live stock, as recommended recently by four department heads of the Michigan State College, is uncommercial and will be resorted to only by a few farmers temporarily until new corn comes on the market.

A lamp duplicating daylight is planned by Dr. J. Rose, who has been instructed by the Canadian Research Council to devise an artificial light for grading grain at night. He has been spending some time at the different elevators at Fort Williams studying the conditions.

A co-operative grain elevator, said to be the first in the country, was opened July 13 at Leones, province of Cordova, Argentina, jointly by the Ass'n of Argentine Co-operatives of Argentina, Rosario, and the Leones Agricultural Union. Ten others are to be built in the next few years.

Rod Grunberger, Mexico, D. F., is installing a Randolph Drier for rice on a large plantation which will enable him to handle the rice directly from the combine to the storage bin of the mill. This drier is operated with an indirect heat system to use the rice husks or hulls as fuel.

## Wheat Foot Rots Unusually Prevalent This Year

Rotation and the use of sweet clover as a green manure crop are effective means of controlling take-all foot rot, a root disease of wheat, says Hurley Fellows, plant pathologist of the U. S. Department of Agriculture field station at Manhattan, Kan., in reporting the annual survey of the foot rots of wheat. For several years the department has recorded the crop history of many wheat fields known to be infested with foot rots. This year the survey covered more territory than previously. Mr. Fellows discusses the take-all foot rot and also the Helminthosporium foot rot, which is best controlled by late planting.

He found the take-all foot rot over a larger area than ever before, and discovered a severe epidemic in the vicinity of Enid, and south toward Kingfisher, Okla. In Kansas the disease affected the central tier of counties where it is present every year, and was also discovered in several counties from which it had not been reported in the past. In many places this year take-all manifested itself in the white-head stage—shown by the whitening of the plants. This was probably because moist weather occurred rather late in the life of the wheat plant, says Mr. Fellows.

Helminthosporium foot rot on winter wheat also claimed a heavy toll in certain regions this year, reports Mr. Fellows. In central Oklahoma and in the west central part of Kansas there was an intermixture of take-all and Helminthosporium. In southwestern Kansas, in the panhandle of Texas and Oklahoma, and in the Judith Basin and around Havre, Mont., Helminthosporium was almost universally present. Colorado, however, was nearly free of foot rot this year.

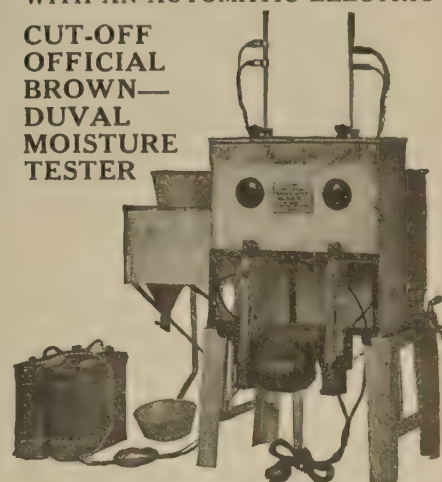
Field plots established this year near Plainview, Tex., showed that planting delayed until after September 30 helped to control Helminthosporium foot rot. In the Judith Basin in Montana the earliest safe date of planting is about September 12. Field observations in other regions have indicated that delayed planting is the chief factor in controlling Helminthosporium foot rot on winter wheat.

Bean growers in Michigan who doubled their yields last year reduced their costs per bushel about one-third. Presumably this was accomplished by the use of fertilizer.

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TRADE MARK  
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FINEST QUALITY

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**ALL  
CLOVERS  
TIMOTHY  
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# Feedstuffs

## Feed Manufacturers Endorse Merchandising Plan.

More than 200 mixed feed manufacturers have now agreed to discontinue the making of long time contracts and guaranteeing prices against market declines and the special committee having this matter in charge is still active in the campaign to secure additional endorsements. This committee, named at the annual meeting of the American Feed Mfr's Ass'n at French Lick Springs last May, includes C. P. Clark, of the Quaker Oats Co., as chairman and Messrs. Hopkins, Barrett, Wilson, Lippelman, Nowak and Badenoch.

This move, however, is not an association matter and quite as much effort has been made to secure endorsements from manufacturers who are not members, as from those who are.

Under this new plan, which is now in effect, no sales will be made for shipment beyond 60 days, unless a carrying charge of 50 cents per ton per month, is paid, in which event, the date of shipment may be extended an additional 60 days. Furthermore no sales will be made with price guaranteed against market decline; no sales will be repriced; no contracts re-written, and no sales will be canceled unless the buyer pays the market loss, if there is one. Under the provisions of this new plan, if a contract is canceled by the buyer the seller is to make every reasonable effort to collect the amount of any loss.

No other organization, aside from the special committee is contemplated except that a central committee is to be named and which will meet about every 60 days for the purpose of handling such complaints as may be made. Several regional groups have already been formed and meetings held, but these will serve largely in an advisory capacity.

As this new plan is in line with good business practice, such as has been frequently commended by the Federal Trade Commission, no trouble from that source need be looked for, and it should be of great benefit to the entire feed industry. It has called, however, for somewhat similar action upon the part of retail feed dealers, thus putting their business also upon a merchandising, rather than a speculative basis.

## Feed Trade Marks

**Tioga-Empire Feed Mills, Inc.**, Waverly, N. Y., filed ser. No. 300,691, the word "Fat-tentine" for poultry feed.

**Tioga-Empire Feed Mills, Inc.**, Waverly, N. Y., filed ser. No. 300,692, the word "Broilertine" for poultry feed.

**The Charleston Milling & Produce Co.**, Charleston, W. Va., filed ser. No. 295,152, a fanciful 4 sided design in blue and yellow, for stock feed.

**The Buckeye Cotton Oil Co.**, Columbus, Ohio, filed ser. No. 292,653 a fanciful design in blue and red to be printed on bags of cottonseed meal.

**Southern Cotton Oil Co.**, New Orleans, La., filed ser. No. 302,971, the outline of a cow with the word "Boveta" imposed thereon, as an animal feed consisting of mixed cottonseed meal and cottonseed hulls.

## Meeting of Minnesota Feed Dealers

At an organization meeting of Minnesota feed dealers at Minneapolis on Aug. 21, W. A. Maney was named temporary pres. and H. L. Brings temporary sec'y. After the formation of the temporary organization an invitation was extended to the group to join the Central Retail Feed Dealers Ass'n, but action was deferred until Sept. 18, when another meeting is to be held in Minneapolis, at which a larger attendance is expected.

Among the topics discussed at this first meeting were the credit situation; the work of the Farm Board; selling feed on the basis of replacement cost instead of original purchase price; freight rates, etc.

## Feed Inspections in Connecticut

The report on the inspection of commercial feeding stuffs in Connecticut, for the calendar year 1929, indicates that 85 per cent of those from which samples were taken met the guaranteed analyses under which they were sold. This was a gain over 1928 when the percentage was 78. There were 646 samples examined, the largest number consisting of poultry feeds, 245, followed by 148 dairy feeds, 58 horse feeds and 34 stock feeds.

Thirty-five of the poultry feeds failed to meet the guaranty, 6 of them being deficient in protein, 25 in fat and 7 in fiber. Of the 39 dairy feeds that failed to meet the guaranty, 11 were deficient in protein, 33 in fat and 6 in fiber. These two classes of feeds were responsible for 88 of the 117 deficiencies, not a single one having been found in either linseed meal, wheat bran, wheat middlings, wheat red dog, wheat feed (mixed), hominy feed, rye products, or dried beet pulp.

Of the 100 samples that were deficient, 27 were short in protein content and 72 were short in fat.

The annual meeting of the Association of American Feed Control Officials will be held in Washington, D. C., late in October.

## Memphis Cottonseed and Meal

Memphis, Tenn., Aug. 23.—The Cottonseed Futures Market closed Saturday with very little change from Friday. Very little interest being shown, with the exception of October, which traded in fair volume. Throughout the week the seed market has been inactive and with the lack of movement in the immediate territory, the week as a whole has been extremely dull. The ginnings report, issued at the opening of the market Saturday, showing a total of 572,666, against 304,771 last year, bears out the idea of an early movement, but the bulls, on the other hand, point out that a short crop usually moves earlier. The gross possibility of a fair contract grade of cottonseed against today's market value for the products figures right at \$41.50.

The Cottonseed Meal Futures Market closed steady Saturday, with no deliveries for August having been made as yet, with the August position closing at \$37.00, September, October, November and December closing at \$34.25, having traded in small volume at this level. The Meal market has been very active thruout the week, insofar as actual trading is concerned, the total for the week being 8800 tons. The holders of August contracts are standing for delivery, and the local market affords virtually no meal, necessitating possible movement from the outside, with the last tender day Aug. 27.

The July report of the Iowa State College indicates a reduction in the size of the average farm laying flock of from 183 hens in June to 138 in July. The net return per bird in July was 12 cents, against 19 in June.

## Canada Field Peas New Crop

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Port Huron Storage & Bean Co.  
PORT HURON, MICH.

## 34% Linseed Meal

Also 30% Blended Oil Meal

Iowa Feed Corp., Des Moines, Ia.

## HIAWATHA GRAIN CO.

MINNEAPOLIS, MINN.

Grain, Screenings, Mill Oats

GROUND FEEDS

Straight Cars

Mixed Cars

Operating HIAWATHA MILL

**PERFECTION DOG FOOD**  
A Prepared Meat-Cereal Food-Cooked, Ready-to-Feed



Everywhere throughout the country Feed and Seed dealers are realizing the importance of securing local "exclusive" territory on the sale of

**PERFECTION DOG FOOD**  
This food is nationally advertised and a "good seller" every month in the year. Write at once for Dealers' Special Proposition.

**PERFECTION FOODS COMPANY**  
BATTLÉ CREEK, Ont. 43 MICHIGAN

## Hight Elevator Co.

Receivers — Shippers

Decatur, Illinois

Clipped, Sulphur, or Natural Oats  
Kiln-dried, or Natural Corn  
Soy Beans  
Sunflower Seed

BULK OR SACKED

## "Feeds and Feeding"

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19th Edition—770 Pages

By W. A. Henry and F. B. Morrison

The recognized authority on feeds and feeding. Careful study of this book by elevator operators who grind and mix feeds will place them in better position to advise their farmer patrons as to the best in feeds. Keep it in your office within easy reach of your patrons and encourage their reading it.

Contains valuable formulae and suggestions on feed ingredients, proportions, etc.

Price \$4.50, f. o. b. Chicago.

**Grain Dealers Journal**

332 S. La Salle Street Chicago, Ill.



## Feeding for Maximum Profits

BY KIERAN MORRISON

"Efficiency" has always been a watchword with the businessman. With this word he indicates that his firm is well organized, that all departments are co-ordinating properly, that the heads of the different branches are capable men, that every division is making the maximum net profit.

This idea of efficiency, fortunately, is at last creeping into the dairy industry. The dairyman is beginning to watch his production costs as well as his income. He is beginning to compare them, to check his feed costs, to be sure that every cow in the herd is returning a profit.

Even with his improved methods the producer in the dairy industry is not taking seriously the matter of efficiency. He may have a pretty good idea what his returns are from the entire herd, and in many cases he knows approximately what his production costs are, but the average producer does not yet know which cows are the herd profit makers and which are losing money for their owner. He needs a set of books, showing in detail just where every dollar comes from and what goes with each dollar he spends.

When the dairy farmer joins a dairy herd improvement ass'n and has a means of telling exactly what each cow is worth, his bookkeeping will be much simplified as far as the dairy herd is concerned. He will know from his association records which cows are helping to feed his family, and which cows his family is helping to feed. He will know which cows are helping to swell his bank account, and which ones are proving a drain on his pocket book. He will know which cows to keep and feed and milk and breed, and which ones to sell.

Efficiency is the one idea behind the dairy herd improvement ass'n. There is no guess work when all the cows in the herd are tested. Many farmers at first are rather skeptical about results shown by the testing records. If the test shows that the cow that is giving 30 pounds of milk per day is not returning as large a profit as the cow that is giving 20 pounds, the owner at first is rather dubious.

When he is shown, however, that the milk of the cow giving 30 pounds tests only 2.5 and the milk of the cow giving 20 pounds tests 4.6, he can readily see that the smaller producer is paying the higher dividends. If the milk of all cows tested exactly the same, the D. H. I. A. would be of little value, for measuring the amount of milk produced and the amount of feed consumed, and comparing these two items, is an easy matter.

When efficiency in the dairy industry reaches the point that no unprofitable cows are milked the dairyman will become almost unbelievably prosperous. It is claimed that of the 22,500,000 cows being milked in this country 8,500,000 are not making money for their owners. O. E. Reed, chief of the bureau of dairy industry, says that the lowest producing 30 per cent of our dairy cows could be marketed and the losses due to their absence from the herd would be almost negligible.

Mr. Reed believes that culling is the salvation for the dairyman, but does not recommend that any particular number of cows be sold. He says, "Cull systematically until every cow in the herd is bringing in a satisfactory net profit. Don't stop culling even then. Keep on culling until every cow in the herd is bringing in a large net profit every year. While we are culling we must build at the top, so that the supply of dairy products always will be maintained."

Proper feeding of the dairy herd is not as simple a matter as many dairymen make of it. The feeding of a well balanced ration

[Concluded on page 268]



## Chickens and Pigs Have Taste!

CHICKENS, pigs, calves—all animals and fowls have taste, the same as humans. They will respond just as quickly and definitely to a tasty feeding as any human will to a tasty meal.

This is probably the most far-reaching discovery of recent years, the importance of which to the dealer in feeds cannot be overestimated. Because with this scientific fact firmly established, the product which makes the greatest taste-appeal to fowls and animals immediately opens up to every feed dealer in America an opportunity for profit such as he never dreamed exists.

And repeated tests, not only here in America but on foreign soil as well, have conclusively demonstrated that the product which has the highest taste-appeal in the animal world is Semi-Solid Buttermilk.

The knowledge of this fact is worth literally thousands of dollars to feed dealers everywhere. Because Semi-Solid Buttermilk FITS every feed the dealer sells. In other words, his customers can use it profitably in conjunction with practically every feed he sells them. And it will make every feed with which it is used produce results which could never be hoped for without it.

The results are so startling as to be almost incredible. The dealer who is without any Semi-Solid Buttermilk in stock is practically in the same position as a grocer without any sugar or salt. Because Semi-Solid Buttermilk means just as much to animal and fowl tastes as sugar and salt mean to human tastes.

And the results that it brings to your customers in quicker turnover and greater profits all come back and roost in your cash drawer in terms of more and more ready cash.

## Semi-Solid Buttermilk

Trade Mark—Registered U. S. Patent Office

CONSOLIDATED PRODUCTS COMPANY

2400 Lake Park Avenue, Chicago



**Cubed or Pelleted Feeds for Poultry**

[Continued from page 270]

and of those conducted by State Experiment Stations. Never does he lose sight of the fact that there are at least thirty-five simple chemical substances essential to make a diet that will promote health. Truly it can be said that nutrition is a much more complex subject than it was formerly believed to be.

In the old days when only grains were fed to farm-raised chickens, they had to hustle around and pick up such proteins as their systems craved, namely, worms, bugs and flies, also mineral matter in the form of gravel, sand, bits of bone and shells. Thus chiefly due to their own efforts they procured a balanced diet however crude in composition it might have been. As time went by we learned that grains in themselves and the by-products from most of them—bran for instance and others such as hulls, middlings and shorts are ill balanced since they are deficient in the proteins and minerals which high egg production and growth demand. Therefore, such mill products are now supplemented by other material which make good the chemical shortages in the grain foods, thus in the end the total ration consumed by the bird supplies just the right amount of each of the several food elements utilized.

While today one would not think of feeding his flock scratch grains exclusively, there are still many poultry raisers who adhere to the method known as combination feeding, i. e., they give their birds a mash and scratch feed also. The chief objection to the scratch grains-and-mash system is that it is left to Biddy herself to unbalance her ration and she most assuredly does it. She throws out of gear the whole feeding regimen so carefully mapped out for her by first eating what she likes best—the grains—then after she has had her fill she

goes to the self-feeder to partake of her dessert—the mash. Thus her menu is altogether different to that arranged for her.

With a view to eliminating from poultry management as much expense as possible, internationally known nutrition experts experimented over a period of years with all breeds and ages of birds in order to determine the status of all-mash feeds. It was found that when feeding an all-in-one soft feed exclusively, a great deal of labor was eliminated. There was the further advantage demonstrated that it made certain that the birds received a properly balanced ration, because a feed of that nature makes it almost impossible for a fowl to "pick and choose" as it invariably does when the grain-and-mash method is employed.

If there is an objection to an all-mash feed it is the excessive feed loss—said by some to range from 30% to 35%—due to leaky containers, spilling out of hoppers, dropping out of the bird's bill, and other causes. Scratch grains have an advantage over a soft feed since they are more easily picked up, the shape of the mouth of the bird is evidence in itself that nature intended a bird having a pointed beak to take its food in granular rather than in powdered form. This advantage, though, disappears when the all-mash feed is mechanically pressed into hard, dry pellets which look so much like natural cereals that they are called "artificial grains" in Europe. These pellets of course are supplied in the proper sizes for different classes of birds, viz., very small granules for the chicks and a somewhat larger grade known as intermediate for growing stock; the  $\frac{1}{8}$  or  $\frac{3}{16}$  inch pellets are suitable for adults of the three popular American breeds whereas for the heavier class of fowls  $\frac{1}{4}$  inch pellets are recommended.

**Feeding for Maximum Profits**

[Continued from page 267]

is thought of by entirely too many dairymen as an idea to be tried only by the larger producers who specialize in dairying as their major occupation.

The U. S. department of agriculture and experiment stations throughout the country are constantly studying the situation and determining rations which will produce the largest amounts of milk and butterfat at the smallest cost. As a result numerous combinations of feed are being recommended.

The U. S. D. of A. Farmers' Bulletin, "Feeding Dairy Cows," states: "The feed of the dairy cow constitutes about one-half the expense of milk production. Profitable milk production, therefore, demands close attention to the matter of feed. The ration must be adequate in quantity, suitable in quality, but as low in cost as possible. The quantities of feed to be given the cow for most economical production have been determined with a fair degree of accuracy."

The bulletin gives the following ration, to be fed with legume hay and silage or mixed hay alone: 200 pounds of ground oats; 100 pounds of corn-gluten feed; 200 pounds of wheat bran, and 100 pounds of linseed meal. A Jersey cow should receive .6 pound of grain daily for every pound of milk over 10 pounds, while a Holstein should receive .4 pound of grain for each pound of milk over 10 pounds.

The dairyman who feeds such rations as the foregoing in amounts found most satisfactory in experiments may expect to obtain the maximum efficiency from his herd as far as the feeding problems are concerned.

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Molasses feeds, poultry and dairy mashes, scratch grains—in fact, any kind of feed farmers are demanding, can be mixed in this mixing unit.

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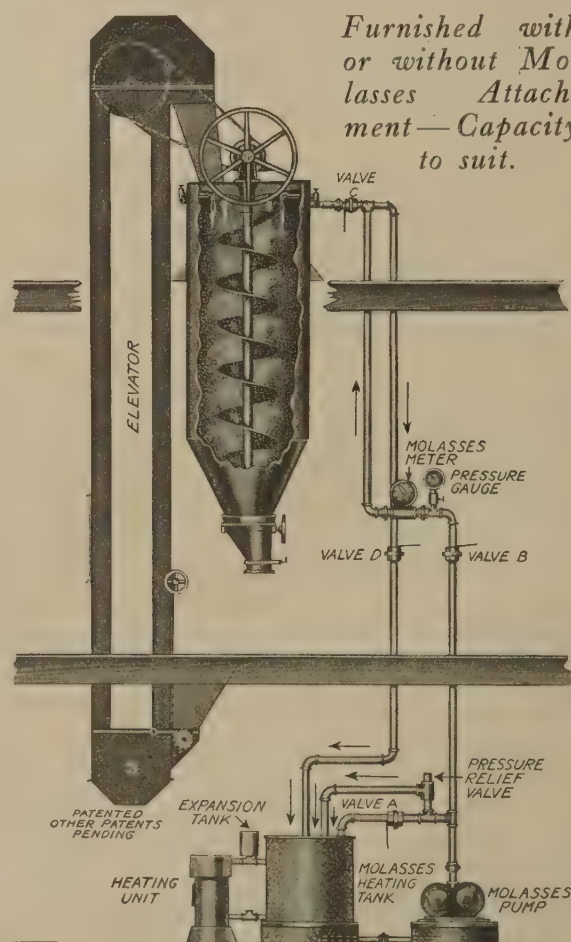
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Flour and Feed Mill Machinery





# Poultry Feeds and Feeding

## Wheat Makes Good Poultry Feed

Successful feeding of growing pullets and layers permits of a wide choice of grains so that cost and availability may well determine the one or two grains to be selected for the bulk of the ration. At this time wheat in many sections is more available and less expensive than other grains. Hence the cost of producing poultry and eggs can be reduced by a liberal use of wheat in poultry rations. Wheat contains much the same quality and quantity of nutrients as corn with the exception that yellow corn contains a considerable amount of vitamin A. However, this vitamin can be supplied by a liberal use of green feed, or high quality legume hay, or alfalfa meal, or leaf meal.

In sections of the country, particularly the Pacific Coast, where wheat is usually more abundant than other grains, it has been a frequent practice to use wheat exclusively for the whole grain part of the ration. One of the chief reasons for the popularity of corn for poultry feeding in the Central States has been its availability at less cost than wheat. Chickens like wheat and will usually eat it in preference to corn or any of the other grains. A variety of feed mixtures and methods of feeding may be employed with equal effect.

When it is desired to feed grain and mash separately, wheat may be used exclusively for the whole grain, according to D. C. Kennard, in charge of Poultry Investigations at the Ohio Experiment Station. In addition to this almost any of the mash mixtures intended to be fed with grain may be used. Or, in case of home mixed or made-to-order mash mixtures, the wheat middlings and bran in the mash may be replaced by coarsely ground wheat, although it is usually well to retain 5 to 10 per cent of the bran to lighten and improve the texture of the feed.

An all-mash feed mixture may be composed of coarsely ground wheat 40, coarsely ground yellow corn 20, oats, whole or finely ground 15, wheat bran 7, meat scraps 10, dried skim milk or buttermilk 2.5, alfalfa meal or leaf meal 5, and salt 0.5, oyster shells or limestone grit to be fed separately.

When more wheat is to be used in the ration, or if other changes are made in the feed or method of feeding, much precaution should be exercised if the birds are in heavy production; otherwise a serious loss of production may result. Such changes are best made while the pullets are on the range or soon after they are transferred to the laying house, and certainly before many begin to lay; with hens, these changes are best made when many of them stop laying and begin to molt.

P. C. Richardson has been elected president of the Ogden Feed Dealers' Ass'n, and Willard S. Bingham has been chosen vice president. H. E. Richardson, who has been secretary of the association since its organization a year ago, was re-elected and William Rasmussen was named as treasurer.

California has modified her quarantine regulations relative to the shipment of Idaho alfalfa meal into that state, according to a statement issued by M. L. Dean, director of the bureau of plant industry, Idaho department of agriculture. The modified ruling permits shipment of Idaho alfalfa meal into California throughout the year when manufactured in mills operated and inspected in a manner to comply with California requirements.

## Sulphur for Hens

In the current Year Book of Agriculture there is the following brief statement concerning the feeding of sulphur compounds to hens to delay their molting time:

Valuable results have come from experiments made to delay the molting time of laying hens by feeding them sulphur which is an important constituent of hens' feathers. It was believed that giving proper quantities of a suitable sulphur compound might either delay the molt or cause it to have less effect on egg production at the season when eggs are high in price. It was discovered that a mixture of certain inorganic sulphur compounds increases the annual egg production of both pullets and laying hens. White leghorns given the sulphur mixture produced from 12 to 21 per cent more eggs in a year, than other white leghorns not given the mixture.

In a letter just received from the department it is stated that the results from the first three experiments were very encouraging, but that in more recent ones no appreciable increase in egg production was ob-

tained. Experiments are being continued, however, but definite conclusions may not be arrived at for many months. There is still much to be learned about poultry feeding.

Cottonseed crushers in various sections of the south have already begun to crush new seed and new crop cottonseed meal in quantity will be available for distribution within the next couple of weeks.



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**Are Better**

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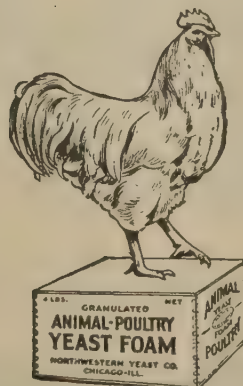
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# Cubed or Pelleted Feeds for Poultry

By M. L. Barbeau  
(Copyrighted)

Modern poultry feeds, adequate and essentially complete, are scientifically balanced, but their greatest appeal lies in their effectiveness and economic value. What is required today is an increase of egg production. While we hear and read much about the 250 and 300 egg bird the fact remains that due primarily to improper breeding—and feeding, the average hen in the United States produces little more than six dozen eggs annually, whereas the per capita consumption is 207 in this country and 337 in Canada. Rather than raise more fowls it is far more important that the average production per individual female be increased and that the expenses connected with her maintenance especially as regards feed and labor, be lowered. If each hen in the United States could be induced to lay but one additional dozen of eggs yearly, American farmers would receive an income \$120,000,000 in excess of what it is.

The accumulated experience of successful poultrymen and of scientific investigators has made it quite plain that to make a success of poultry raising requires that practical experience be combined with scientific knowledge. Beyond his recognizing the need of providing a sufficient quantity of feed and avoiding such excess in eating and drinking as might upset the digestion of the fowl, the average man does not put forth any effort to learn the actual "why and the wherefor" of nutrition. Does he really understand that a feed must provide not only for the growth and maintenance of the bird's body but for the production of eggs also? One must comprehend that quantity of food in itself will not guarantee a liberal egg crop even from healthy birds bred for high yield. The old stagers know it and the novice must learn that it is quality of feed that counts in the poultry game. Many instances can be recalled where without increasing the amount of food but simply by making relatively small changes or substitutions in the kinds of ingredients used or perhaps in the proportions in which they are blended in the mixture, there resulted an immediate increase in the number of eggs, an increase so material as to at once convert a persistent loss into a substantial profit.

Always must one remember that a sufficient number of eggs must first be secured to take care of operating expenses and overhead charges and that only by increasing the quantity beyond that point will a profit materialize. Only after a hen has laid 100 eggs per annum does she become self-sustaining; up to that time she has been a boarder. In other words the revenue from 100 eggs represents the cost of her upkeep. So until the yield exceeds that number no profit is in sight. When she produces the 150 eggs a year the situation brightens somewhat for there results a profit of 50% but when the yield reaches 200 eggs the poultryman is in clover since he can then figure a real profit—100%.

The outstanding item in the cost of production is the feed. It is therefore to the nutrition program that the poultryman after first having secured good stock, will devote his closest attention. Experience will soon teach him that the price of the feed is no indication of its cheapness. He will have found that the most economical ration no matter what its price per hundred pounds may be, is that which yields the most eggs in return for each dollar of outlay.

The essential point about a feed is its "Balance," that is the proportions in which the different food elements are present in it. Particularly does this apply to rations for the growing chick and the laying hen. Food for these two classes of birds, must be comparatively rich in proteins, carbohydrates, minerals and vitamins and should be low in fiber otherwise satisfactory results in growth or egg production cannot be expected. What is required, therefore, is a feed so accurately balanced that the fowl will eat just enough but cannot get too much of any of the elements mentioned.

During his recent tour of England, the writer attended a poultry show where a British feed manufacturer had placed on exhibition two pens of Rhode Island Reds, both from the same hatching. The birds in pen No. 1 had been raised on an all-mash feed; those in pen No. 2 received identically the same ration excepting that one important ingredient (ground oat groats) had purposely been left out of the mixture. There was a remarkable difference between the two lots of pullets. Those in pen No. 1 were livelier, of better feather, larger frame and each weighed about two ounces heavier than their sisters in pen No. 2, which latter had had the item of ground oatmeal eliminated from their diet. The object of this unique exhibit was to demonstrate the superiority of a carefully balanced ration, also to show in a practical way the result of cheapening a feed by omitting but one of the high-priced ingredients. Judging from the unusual interest displayed by the crowd which constantly surrounded the two pens, the exhibitor drove the lesson home affectively.

The feed manufacturer when making up his formulae takes advantage of what chemistry has taught him about the peculiar dietary properties of different natural foods and he is the no less guided by carefully scrutinized feeding experiments of his own

[Concluded on page 268]

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made from alfalfa cured within one hour's time from standing in the field. We lose nothing but the moisture.

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## It's Unanimous!

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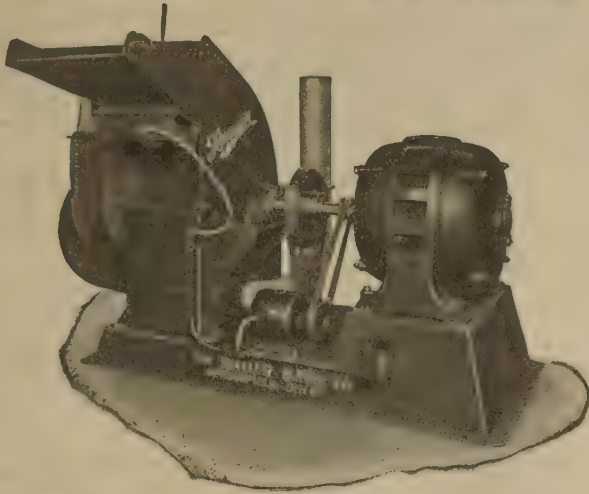
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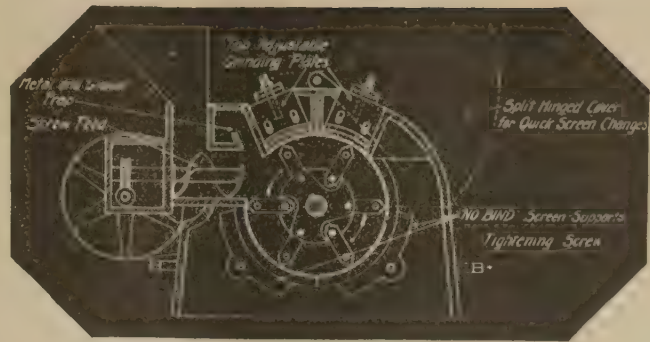
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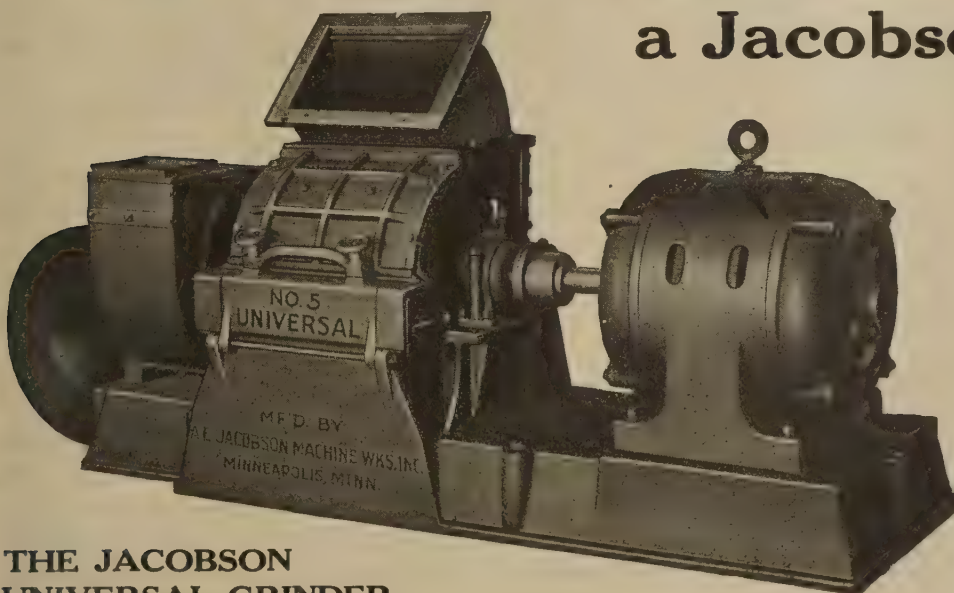
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## Feed Trade Notes

Shipments of Manchurian and Argentine corn to various Pacific Coast markets have already been arranged for, and more are in prospect.

The Dep't of Commerce announces that 19,065 tons of corn-oil cake and meal and 616,074 tons of stock feed were made in this country, from corn, in 1929.

Because of the extreme drought this season, the Government will be forced to purchase approximately 1,000 tons of hay to feed the animals this winter in Yellowstone National Park, according to estimates of George F. Baggle, Chief Ranger.

The U. S. D. A., has officially recognized Grohoma, a grafted grain, as a new feed crop. It was produced by grafting kafir corn and ribbon cane. It is said to contain more protein than wheat, oats, kafir corn or Indian corn, and has made as high as 100 bus. to the acre.

Oregon feed dealers are hoping to work out a plan by which a board may be named to give official approval to their feeds. Quality, digestibility and feeding value would be judged by this board which would be named by the state colleges.

At a meeting of the Mid-West Feed Mfr's Ass'n held in Kansas City on Aug. 12, a constitution and by-laws were adopted. A committee was appointed to prepare a protest against the changes in feed ratings decreed by the I. C. C., in part 7 to case 17000 as told of in the Aug. 13 number of the Journal.

### Semi-solid Buttermilk

With poultry raisers in the drought stricken areas of the country relying to a greater degree than ever upon wheat as feed for their flocks, there has been a marked increase in the demand recently for semi-solid buttermilk as an aid in preserving the health and productivity of the fowls, according to J. E. Kehoe, president of the Consolidated Products Co. This would indicate, according to Mr. Kehoe, that full recognition is being accorded the nutritive values of the semi-solid buttermilk. He bases his statements on the reports of salesmen and of dealers.

The use of the semi-solid buttermilk has been recommended by experts as one of the finest aids in the digestion of wheat. Wheat, used without such aid, frequently causes undesirable and somewhat costly complications.

Tests have shown that semi-solid buttermilk, rich in proteins and other necessary qualities of a health-giving nature, is not only efficient but economical. It is the rich creamery buttermilk, reduced by a drying process to a thick paste and is diluted in water. Its palatability has been proven by a long series of scientific tests and the number of poultry raisers who now include it in the regular diet of their broods is legion.

Many of the larger fattening plants purchase the product in carload lots and report it is a most satisfactory and rapid medium for preparing the birds for the market. Its use among this class of trade is showing a steady increase.

In hog-raising, too, semi-solid has apparently been given a definite place. An ever increasing number of raisers now feed semi-solid and report splendid and profitable results, making the cost a negligible matter. The animals themselves show a decided liking for this type of food. In order to prove its value, several hog-raisers have segregated their herds, feeding the semi-solid to only one group. The difference in size, quality of pork and other desirable features are marked, they say.

The fifty-fifth annual convention of the American Poultry Ass'n, to be held at Moline, Ill., October 6-10, is expected to be particularly useful because of the educational features and interesting because of the entertainment program. Plans are being made to have speakers who have made a practical and financial success with their poultry.

The Aug. 1 estimate of cotton production is 14,362,000 bales of cotton lint. If the cotton crop turns out to be this size it will mean that approximately 6,400,000 tons of cottonseed will be produced. Something like 700,000 tons of this seed will be needed to seed the 1931 crop. The balance will be available for feeding to livestock either in the seed or as cottonseed meal.

### A Feeding Opportunity

It has been estimated that from 75 to 100 million bushels of wheat will have been used as feed for livestock before the end of the present crop year. Some of the agricultural colleges have figured that with corn at 85 cents a bushel, wheat has a feeding value of around \$1.10, and so long as anything like the present relationship of wheat and corn prices remains, farmers and other feeders are going to use a lot of wheat in their feeding operations.

It is universally agreed that tremendous damage has already been done to the corn crop, but what the damage will amount to, in bushels, is conjectural. Estimates thus far made range from 200 to 500 million bushels with the possibility that final figures might be the lowest they have been since 1901.

With pastures burned up; with a short hay crop, and in many localities with a shortage of water for livestock, a shortage of fluid milk is imminent over wide areas. What effect this exceedingly dry summer may ultimately have upon prices of agricultural products in general cannot be definitely foretold.

Already there have been some increases in milk and butterfat prices, but serious unemployment and something of a buyers' strike, are cutting demand and no radical advances in prices are looked for.

The whole situation, however presents an unusual opportunity to mixed feed manufacturers and dealers. Keeping up milk and egg production and putting weight into hogs, steers, etc., under the adverse conditions obtaining today, calls for the use of an increased amount of high protein material and this can be best supplied through properly balanced ready mixed feeds.

### St. Louis Feed Prices

The following table shows the closing bid price each week on the St. Louis market per ton of standard bran, gray shorts and standard middlings for the December delivery:

	July 26	Aug. 2	Aug. 9	Aug. 16	Aug. 23
Bran .....	23.25	23.60	25.60	26.75	26.00
Shorts .....	25.00	25.00	28.35	30.00	29.25
Midds. ....	23.50	24.25	27.25	28.00	27.50

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Manufacturers of a complete line of feeds for poultry, swine, dairy cattle, beef cattle, horses, mules, sheep, rabbits, dogs, fur-bearing animals, etc. Poultry feeds always sacked in NUTRENA Golden Bags.  
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Write for circulars, samples  
and prices; complete infor-  
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# THE HAINES FEED MIXER

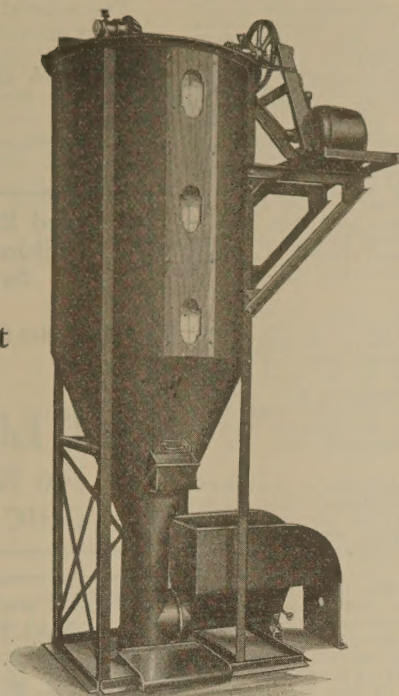
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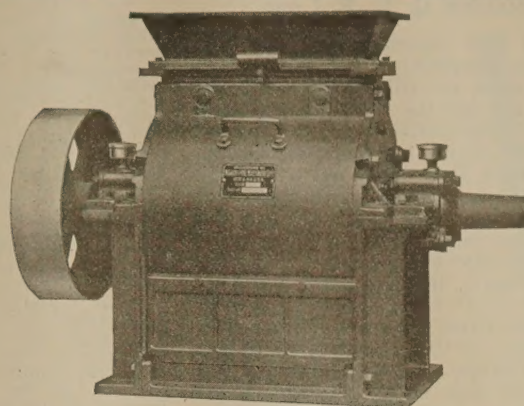


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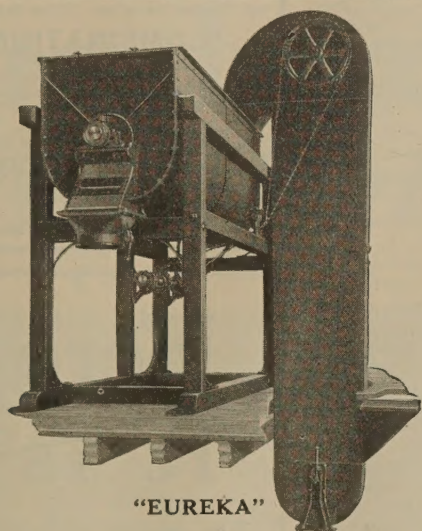
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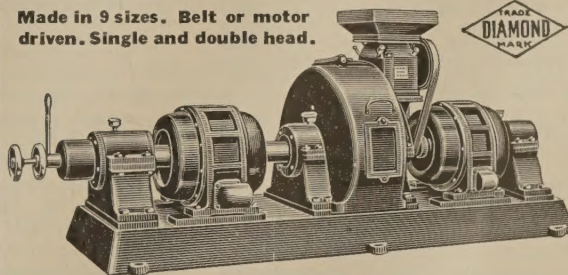
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in greater volume will be ground into  
Feed this year than ever before. Millers  
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a large portion of this grain efficiently  
and economically. The grinding season  
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your needs.

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### That \$500,000 G. L. F. Loan

Independent feed manufacturers and dealers who are in competition with the Grange League Federation are still terribly sore because of the fact that the Farm Board made a credit of \$500,000 available to the Federation and \$50,000 to the Co-operative Grange League Exchange, Inc. They fail to see any justice in supplying government money to these organizations, that are in direct and keen competition with them.

By way of protest the Eastern Federation of Feed Merchants, through that organization's attorney, C. D. Campbell, recently filed a brief with the Farm Board, in which, after stating the date of the organization of the Co-operative Grange League Federation Exchange, and the date of the passage of the Marketing Act, etc., refers specifically to the loan application and among others, made the following statements:

The Federal Farm Board granted this loan for the following alleged purposes:

"This loan is made for the purpose of enabling the applicant to create for its members an effective marketing agency for merchandising agricultural commodities and the food products thereof."

This loan was protested by the Eastern Federation of Feed Merchants at a meeting of its board of directors and a copy of the resolution protesting said loan was sent to the Federal Farm Board and the legislators from New York, New Jersey and Pennsylvania. Their resolution is as follows:

"Whereas: It has been reported that the Federal Farm Board has granted a loan of \$500,000 to the Co-operative Grange League Federation of Ithaca, N. Y., for the purpose of establishing warehouses to store, process and distribute farm crops produced by its members, and

"Whereas: The Co-operative Grange League Federation has confined its business to the manufacture of feeds, and the distribution of feeds, grains, seeds, fertilizers, shoes, rubber goods, and automobile tires of which little, if any of the ingredients or finished products are produced by its members, and is therefore neither producer owned or producer controlled, and

"Whereas: The act which created the Federal Farm Board and established the basis of loans by said board, specifically required that the co-operative organizations to which loans were made would be 'producer owned' or 'producer controlled,' and therefore be it

"Resolved: That the Eastern Federation of Feed Merchants through its executive committee vigorously protest the loan of public money to any organization that is not wholly producer owned and producer controlled and specifically protest the loan proposed by the Federal Farm Board to the Co-operative Grange League Federation, and be it further

"Resolved: That the Federal Farm Board be requested to furnish evidence that the granting of the loan to the Co-operative Grange League Federation complies with the act which defines its powers."

On May 1, 1930, the Chamber of Commerce of the United States, at a convention held in Washington, D. C., made the following resolution which contains a statement of their position with reference to the revolving fund created for use by the Federal Farm Board. The resolution is as follows:

### Production of Alfalfa Meal

The July, 1930 production of alfalfa meal amounted to 21,982 tons compared with 24,408 tons last year, 26,707 two years ago and 14,674 tons during July, 1929. This year's total for July was 7,366 tons less than for June but 2,426 more than for July, 1929.

Month	Production in Tons			
	1930-31	1929-30	1928-29	1927-28
July .....	21,982	24,408	26,707	14,674
August .....		28,884	38,716	19,738
September .....		32,252	42,925	28,128
October .....		40,847	40,427	36,236
November .....		27,785	33,132	37,760
December .....		42,077	31,898	35,739
January .....		44,821	51,232	40,228
February .....		41,653	37,393	30,246
March .....		22,871	27,893	25,551
April .....		15,588	14,659	17,865
May .....		11,197	8,686	16,001
June .....		29,401	19,385	26,492
Total for year....		360,784	374,053	328,658

"We affirm the earlier declarations of the Chamber of Commerce of the United States, made through referendum vote of its membership upon carefully matured report of a representative committee, in supporting the principle that the producer of agricultural commodities should have the benefits which co-operative marketing of their products along sound economic lines can confer; in pointing out that all agricultural credit requirements could be met by full development and adaption of existing credit facilities to local and commodity needs, rather than by the creation of new credit facilities; and in advocating a Federal Farm Board to assist agricultural producers and their organizations in solving the problems peculiar to agriculture.

"The legislation which was enacted in June, 1929, was in contravention of the chamber's proposals in its provision of new credit facilities in the form of large sums of money from the public treasury to be used under the act as the Farm Board might decide. During the business crisis of some magnitude which has occurred during the last six months these funds have been brought into use in various ways.

"We recognize the emergency considerations which may have impelled this resort to the Federal Treasury, but the experience which has been gained now permits an appraisal both as to immediate effects and long-range results.

"The anticipated benefits to the farming interest as a whole have not been realized. On the contrary, there has been impairment of the marketing structure and prevention of support which otherwise would have been given to the marketing of agricultural products which were affected by the use of public moneys. Without benefits to agriculture there has been imposed unbearable hardship upon business enterprises unable to maintain their position against discriminatory competition from the government.

"We, accordingly express our continued opposition to the use of government funds in providing capital for the operation of agricultural co-operatives, and for the buying and selling of commodities for the purpose of attempted stabilization. We condemn, as a permanent policy of government, the employment of public funds for the purpose of participation in business in competition with established agencies and support the proposal for amendment of the agricultural marketing act, to repeal the authority of the Federal Farm Board to use the federal funds for such purpose."

It has been said by some that the \$500,000 credit arranged for by the G. L. F., was not needed by that organization as it had all of the capital it needed in the conduct of its business, "political expediency" being back of the loan application. Regardless of what the real facts are, and regardless also of the protests to the Farm Board, the G. L. F. is going ahead with its activities; the announcement having just been made of the formation of a central management corporation, called the Co-operative Farm Service Management, Inc., to take over the supervision of its retail agencies, numbering 66 stores and 580 dealers.

One of the objectives of this new organization is said to be that of arranging to supply feed on credit, to its constituents, and as the independent dealers have only recently adopted a cash basis for feed sales, their ire has been kindled afresh. Speaking of this phase of the situation, the Buffalo *Financial Times* quotes P. D. Fahnstock as saying:

"The plan is to provide producers with working capital, especially in the dairy and poultry lines, this credit being extended to patrons of the agencies who are 'financially responsible.' It is intimated that this credit will be of a short term nature, with producers expected to settle for their supplies when they receive their monthly checks for milk or other products of their labor.

"This scheme is in direct conflict with a broadening movement to place feed sales on a cash basis. Merchants who finance their own enterprises have started this effort in the belief that it is for the benefit of all concerned. It is apparent that the executives of the corporation will be the sole judges as to the credit risks to be assumed."

The mineral content of soybean hay is being recognized as a factor of considerable importance in animal nutrition. The percentage of phosphorus and potassium is greater in the seeds than in the leaves, but the leaves contain ten times as much calcium and four times as much magnesium as do the seeds.

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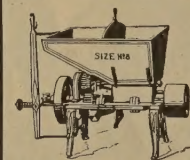
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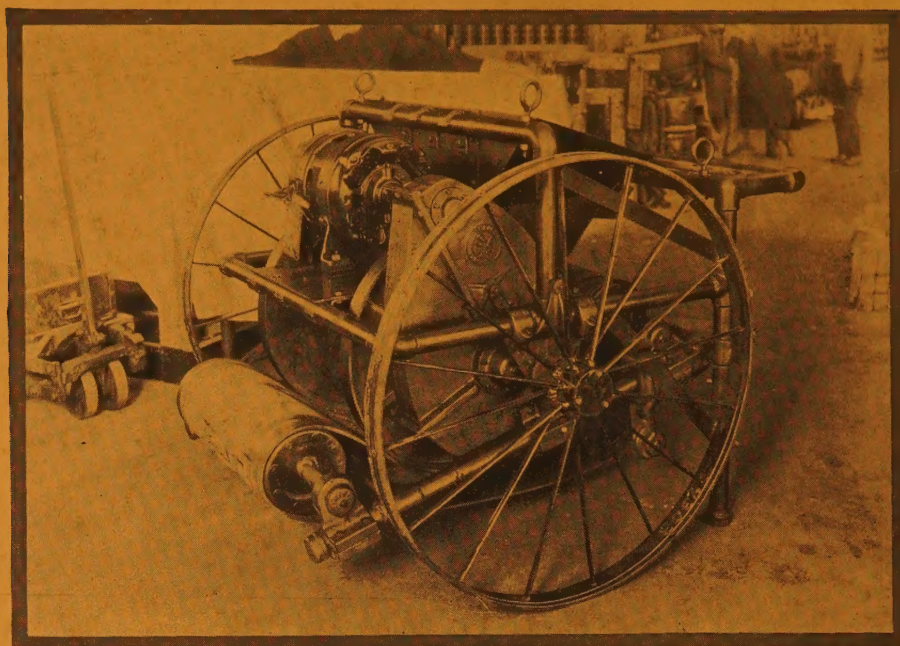
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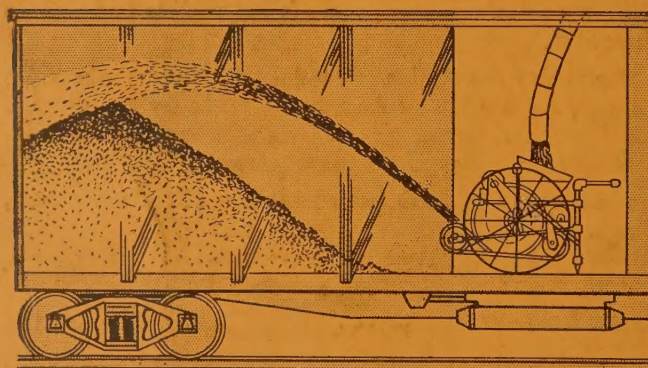
It is ..... (make)  
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